

RE150 : Real Estate Finance

General Information

Author:	<ul style="list-style-type: none">• Michael Scott• Taber, Colleen• Huber, Walter
Attachments:	DE Addendum_RE_150 COR_09_24_2020 CoDE_09_26_2023.pdf
Course Code (CB01) :	RE150
Course Title (CB02) :	Real Estate Finance
Department:	RE
Proposal Start:	Spring 2025
TOP Code (CB03) :	(0511.00) Real Estate
CIP Code:	(52.1501) Real Estate.
SAM Code (CB09) :	Possibly Occupational
Distance Education Approved:	No
Will this course be taught asynchronously?:	No
Course Control Number (CB00) :	CCC000184672
Curriculum Committee Approval Date:	06/12/2024
Board of Trustees Approval Date:	07/16/2024
Last Cyclical Review Date:	06/12/2024
Course Description and Course Note:	RE 150 covers statistics, modeling, and finance as they relate to real estate, and is accepted for all four levels of appraisal licensure, including trainee, licensed appraiser, certified residential, and certified general. This course meets the requirements of the 2008 Appraisal Qualifications Board (AQB) of the Appraisal Foundation and meets the California Department of Real Estate (DRE) salesperson and broker pre-license real estate finance requirements.
Justification:	Mandatory Revision
Academic Career:	<ul style="list-style-type: none">• Credit
Mode of Delivery:	
Author:	Taber, Colleen Huber, Walter
Course Family:	

Academic Senate Discipline

Primary Discipline:	<ul style="list-style-type: none">• Real Estate
Alternate Discipline:	No value
Alternate Discipline:	No value

Course Development

Basic Skill Status (CB08)

Course is not a basic skills course.

 Allow Students to Gain Credit by Exam/Challenge**Course Special Class Status (CB13)**

Course is not a special class.

Pre-Collegiate Level (CB21)

Not applicable.

Grading Basis

- Grade with Pass / No-Pass Option

Course Support Course Status (CB26)

Course is not a support course

General Education and C-ID**General Education Status (CB25)**

Not Applicable

Transferability

Transferable to CSU only

Transferability Status

Approved

Units and Hours**Summary****Minimum Credit Units (CB07)** 3**Maximum Credit Units (CB06)** 3**Total Course In-Class (Contact) Hours** 54**Total Course Out-of-Class Hours** 108**Total Student Learning Hours** 162**Credit / Non-Credit Options****Course Type (CB04)**

Credit - Degree Applicable

Noncredit Course Category (CB22)

Credit Course.

Noncredit Special Characteristics

No Value

Course Classification Code (CB11)

Credit Course.

 Variable Credit Course**Funding Agency Category (CB23)**

Not Applicable.

 Cooperative Work Experience
 Education Status (CB10)
Weekly Student Hours

	In Class	Out of Class
Lecture Hours	3	6
Laboratory Hours	0	0
Studio Hours	0	0

Course Student Hours

Course Duration (Weeks)	18
Hours per unit divisor	0
Course In-Class (Contact) Hours	
Lecture	54
Laboratory	0
Studio	0
Total	54

Course Out-of-Class Hours

Lecture	108
Laboratory	0
Studio	0
Total	108

Time Commitment Notes for Students

No value

Units and Hours - Weekly Specialty Hours

Activity Name	Type	In Class	Out of Class
No Value	No Value	No Value	No Value

Pre-requisites, Co-requisites, Anti-requisites and Advisories

Advisory

RE162 - Basic Appraisal Principles And Procedures (in-development)

Objectives

- Explain how the market comparison approach is a response to the influence of supply and demand.

OR

Advisory

RE163 - Basic Residential Real Estate Appraisal (in-development)

Objectives

- Explain how the market comparison approach is a response to the influence of supply and demand.

Entry Standards

Entry Standards

Course Limitations

Cross Listed or Equivalent Course

Specifications

Methods of Instruction

Methods of Instruction

Demonstrations

Methods of Instruction

Lecture

Methods of Instruction

Multimedia

Out of Class Assignments

- Research projects (e.g. write a research paper describing California's first-time buyer and other state-sponsored home loan programs)
- Written reports (e.g. write a brief report comparing various types of loans and financing options)

Methods of Evaluation

Rationale

Exam/Quiz/Test

Quizzes (multiple choice and true-false)

Exam/Quiz/Test

Midterm examination (multiple choice, fill-in)

Exam/Quiz/Test

Final examination (multiple choice, fill-in, short essay, form completions)

Textbook Rationale

No Value

Textbooks

Author

Title

Publisher

Date

ISBN

Huber, Walter

Real Estate Finance.

Covina, CA
Educational

2020

978-16-2684-178-
9

Textbook
Company, Inc

Huber, Walt

Real Estate Finance

Covina, CA
Educational
Textbook
Company, Inc,

2017

978-1626- 841-
79-6

Other Instructional Materials (i.e. OER, handouts)

No Value

Materials Fee

No value

Learning Outcomes and Objectives

Course Objectives

Define complex property concepts, ownership and market conditions.

Identify how to derive adjustments and support them.

Demonstrate how to perform a residential market analysis.

Distinguish between value, price and cost.

List and explain the proper application of the elements of production.

Explain in detail how social, economic, and governmental factors affect value.

SLOs

Identify the basic concepts and terminology of real estate financing and escrow.

Expected Outcome Performance: 70.0

ILOs
Core ILOs

Demonstrate depth of knowledge in a course, discipline, or vocation by applying practical knowledge, skills, abilities, theories, or methodologies to solve unique problems.

RE
Real Estate Broker -
Certificate

Develop a clear action plan to launch a successful real estate career upon graduation. Meet the requirements necessary to take and pass the California Department of Real Estate Broker's licensing exam.

RE
Real Estate Broker -
A.S. Degree Major

Develop a clear action plan to launch a successful real estate career upon graduation. Meet the requirements necessary to take and pass the California Department of Real Estate Broker's licensing exam.

RE
Real Estate
Appraisal -
Certificate

apply the basic principles and procedures used in valuing residential properties. They will be able to choose the appropriate method to determine value for a specific property, estimate gross income and calculate expenses for income producing property and meet Appraisal Qualifications Board (AQB) licensing requirements for filling out forms and completing the URAR form.

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Degree Major

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Explain U.S. monetary policy and its effect on interest rates and the availability of mortgage funds.

Expected Outcome Performance: 70.0

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Verify Federal and State regulation of the mortgage industry.

Expected Outcome Performance: 70.0

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Identify the primary and secondary finance market.

Expected Outcome Performance: 70.0

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Analyze and select from alternative methods of financing real estate.

Expected Outcome Performance: 70.0

<i>ILOs</i> Core ILOs	Analyze and solve problems using critical, logical, and creative thinking; ask questions, pursue a line of inquiry, and derive conclusions; cultivate creativity that leads to innovative ideas.
	Demonstrate depth of knowledge in a course, discipline, or vocation by applying practical knowledge, skills, abilities, theories, or methodologies to solve unique problems.
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Complete the basic forms and disclosures used in financing real estate.

Expected Outcome Performance: 70.0

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Define the professional and ethical responsibilities of a real estate licensee.

Expected Outcome Performance: 70.0

<i>ILOs</i> Core ILOs	Communicate clearly, ethically, and creatively; listen actively and engage respectfully with others; consider situational, cultural, and personal contexts within or across multiple modes of communication.
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Course Content

Lecture Content

Statistics, Modeling, and Finance (15 hours)

- Statistics
- Valuation Models (AVM's and Mass Appraisal)
- Real Estate Finance

Introduction to Finance (7 hours)

- Real Estate Cycles
- Primary Market

Lending Rules (7 hours)

- Secondary Market
- Consumer Protection
- State Regulation

How to Process a Loan (7 hours)

- Financial Instruments
- The Loan Process
- Seller Financing

Other Types of Financing (7 hours)

- Alternative Financing
- FHA and VA Loans
- Seller Financing

Qualifying (7 hours)

- Qualifying the Borrower
- Qualifying the Property
- Financing Math

State Specific Lending Programs (4 hours)

- Texas and New York
- Cal-Vet
- Escrow Procedures

Total hours: 54

Additional Information

Is this course proposed for GCC Major or General Education Graduation requirement? If yes, indicate which requirement in the two areas provided below.

No

GCC Major Requirements

No Value

GCC General Education Graduation Requirements

No Value

Repeatability

Not Repeatable

Justification (if repeatable was chosen above)

No Value

Resources

Did you contact your departmental library liaison?

No

If yes, who is your departmental library liaison?

No Value

Did you contact the DEIA liaison?

No

Were there any DEIA changes made to this outline?

No

If yes, in what areas were these changes made:

No Value

Will any additional resources be needed for this course? (Click all that apply)

- No

If additional resources are needed, add a brief description and cost in the box provided.

No Value