

RE105 : Real Estate Pre-License

General Information

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Attachments:	DE Addendum_RE_105 COR_11_24_2020 CoDE_09_26_2023.pdf
Course Code (CB01) :	RE105
Course Title (CB02) :	Real Estate Pre-License
Department:	RE
Proposal Start:	Spring 2025
TOP Code (CB03) :	(0511.00) Real Estate
CIP Code:	(52.1501) Real Estate.
SAM Code (CB09) :	Clearly Occupational
Distance Education Approved:	No
Will this course be taught asynchronously?:	No
Course Control Number (CB00) :	CCC000315151
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 105 is a course that reviews all the material necessary to take the Department of Real Estate Salesperson's or Broker's Examination. Students learn the financial, economic, and political aspects of real estate practice in California, as well as regulations of the real estate business and licensing of real estate brokers and salespersons. In addition, the course presents license law, the subdivision law administered by the Real Estate Commissioner, the Regulations of the Commissioner, and extracts from other pertinent California codes.
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

Not transferable

Transferability Status

Not transferable

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	54
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

No Value

Entry Standards

Entry Standards

Course Limitations

Cross Listed or Equivalent Course

Specifications

Methods of Instruction

Methods of Instruction Lecture

Methods of Instruction Discussion

Out of Class Assignments

- Reading and taking practice tests

Methods of Evaluation**Rationale**

Exam/Quiz/Test

Quizzes

Exam/Quiz/Test

Mid-term examination

Exam/Quiz/Test

Final examination

Textbook Rationale

No Value

Textbooks**Author****Title****Publisher****Date****ISBN**

Huber, W.

How to Pass the California Real
Estate Exam 9th EditionCovina:
Educational
Textbook
Company, Inc.

2023

978-16-2684-109-
3**Other Instructional Materials (i.e. OER, handouts)**

No Value

Materials Fee

No value

Learning Outcomes and Objectives

Course Objectives

Describe the principles of real estate and business opportunity conveyancing.

Identify the general purposes and general legal effect of agency contracts.

Differentiate between deposit receipts, deeds and deeds of trust, chattel mortgages, bills of sale, mortgages, land contracts of sale, and leases.

Analyze real estate financing.

SLOs

Explain the principles of business and land economics.

Expected Outcome Performance: 70.0

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

Apply appraisal technique and real estate math.

Expected Outcome Performance: 70.0

ILOs Analyze and solve problems using critical, logical, and creative thinking; ask questions, pursue a line of inquiry, and derive conclusions;
Core cultivate creativity that leads to innovative ideas.
ILOs

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

Achieve a passing score of 70% or better on the DRE Salesperson's Examination and 75% or better on the DRE Broker's Examination.

Expected Outcome Performance: 70.0

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

Additional SLO Information

Does this proposal include revisions that might improve student attainment of course learning outcomes?

No

Is this proposal submitted in response to learning outcomes assessment data?

No

If yes was selected in either of the above questions for learning outcomes, explain and attach evidence of discussions about learning outcomes.

No Value

SLO Evidence

No Value

Course Content

Lecture Content

Real Property and Laws Relating to Ownership (4 hours)

- Ownership of property
- Encumbrances
- Public power over property

Tax Implications of Real Estate Ownership (3 hours)

Valuation/Appraisal of Real Property (7 hours)

- Methods of appraising and valuing property
- Factors which may influence value estimate

Financing Real Estate (7 hours)

- Sources of financing
- Common clauses in mortgage instruments
- Types of loans
- Terms and conditions

Transfer of Property (4 hours)

- Titles
- Escrow
- Reports

Real Estate Practice (13 hours)

- Listing of real property
- Sales contracts
- Marketing

Broker's Responsibility for Agency Management (13 hours)

- State real estate laws and regulations
- Laws relating to fair practices
- Knowledge of trends and developments
- Knowledge of forms and calculations

Real Estate Math (3 hours)

- Calculating area/square footage
- Percentage problems
- Decimals to percentage
- Profit and loss
- Depreciation

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