

REAL ESTATE

Business, English, and Language Arts Division

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<http://www.cabrillo.edu/programs>

Program Description:

The Real Estate program presents classes for individuals wishing to gain more skill and knowledge in the growing and dynamic field of real estate. Employment opportunities exist in real estate for salespeople and brokers. Financial firms also seek qualified and knowledgeable individuals in various job capacities. The program offers courses which are required for California sales agents and brokers licenses. Please refer to the California Department of Real Estate at <http://www.dre.ca.gov/> for up-to-date licensing requirements.

A.S. Degree: Real Estate

A.S. General Education **21 Units**

Core Courses (6 units)

RE 150	Real Estate Principles.	3
RE 152	Real Estate Practice	3

Approved Electives (12 Units)

RE 140	Mortgage Loan Brokering and Lending	3
RE 151	Real Estate Economics.	3
RE 153	Real Estate Finance	3
RE 154A	Legal Aspects of Real Estate	3
RE 155A	Real Estate Appraisal	3
RE 155B	Advanced Real Estate Appraisal	3
RE 157	Property Management	3
RE 156	Escrow	3
RE 193	Real Estate Computer Applications	3
ACCT 1A	Financial Accounting	4
BUS 18	Business Law.	4
BUS 68	International Business Law	4

Real Estate, Business,
Accounting, and Finance Electives (12 units) 12

Electives:

(Any Course numbered 1-199). 9

Total Units **60**

Skills Certificate: Real Estate

Core Courses

RE 150	Real Estate Principles.	3
RE 152	Real Estate Practice	3
BUS 18	Business Law.	4
FIN 4	Money Management.	4

Real Estate Finance and Lending

Total Units **14**

Skills Certificate: Real Estate Finance and Lending

Core Courses

RE 150	Real Estate Principles.	3
RE 152	Real Estate Practice	3
RE 140	Mortgage Loan Brokering and Lending	3
RE 153	Real Estate Finance	3
BUS 18	Business Law.	4

Total Units **16**

Real Estate Courses

RE 140

Mortgage Loan Brokering and Lending

3 units; 3 hours Lecture

Recommended Preparation: RE 150, BUS 18; Eligibility for ENGL 100 and READ 100.

Teaches the use of principles and operations of the mortgage loan brokering industry and lending procedures. The emphasis is on the lending regulations and rules for residential property. The course will examine consumer lending, mortgage plans and procedures, mortgage loan processing, the role of a loan officer in establishing credit, obtaining and checking information, and servicing loans.

RE 150

Real Estate Principles

3 units; 3 hours Lecture

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Repeatability: May be taken a total of 3 times.

Teaches the fundamentals of the real estate field, practice and procedures in California. Subjects covered will be real estate licensing procedures, use of real estate forms, best practices in selling and buying real estate, and general aspects of real property ownership in California. Satisfies Salesperson's license requirement and elective credit for Broker's license. May be offered in a Distance-Learning Format.

RE 151

Real Estate Economics

3 units; 3 hours Lecture

Prerequisite: RE 150.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

An advanced course in economic principles governing activities of the real estate market, including real estate investment procedures, tax shelter and real estate exchanging. Post license or equivalent course. May substitute Accounting 1A for this course.

RE 152

Real Estate Practice

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent skills.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Surveys the practical, day-to-day aspects of California real estate practice: clients and customers, pricing property, Calif. regulations and Federal Fair Housing laws, listing and purchase agreements, offers and counteroffers, guiding the transaction through closing. A Calif. Dept. of Real Estate required course for Salesperson or Broker license. May be offered in a Distance-Learning Format.

RE 153

Real Estate Finance

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent skills.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Presents practical applied study and analysis of money markets, interest rates and real estate financing. Actual case illustrations demonstrate lending policies, problems, and rules involved in financing real property, focusing mainly on residential property.

RE 154A

Legal Aspects of Real Estate

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

The history of Real Estate law in the State of California and the hows and whys, through legislation and court decisions, the application of the law has been affected by the changes in society and sociological needs of our population. May be offered in a Distance-Learning Format.

RE 154B

Advanced Legal Aspects of Real Estate

3 units; 3 hours Lecture

Prerequisite: RE 154A

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

An advanced course in legal aspects of real estate, covering acquisition and transfer of title to real property, methods of ownership, leasehold estate, usability, property restriction, trust deeds, enforceability of land sales contracts, contractual rights under deposit receipts, the broker's role and title insurance. Satisfies elective credit for Broker's license.

RE 155A

Real Estate Appraisal

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

A general first course in Real Estate appraisal. Basic principles of appraisals are covered as well as the three approaches to value: cost comparable sales, and income. Single family residential properties are emphasized, with the last part of the course being devoted to income properties.

RE 155B

Advanced Real Estate Appraisal

3 units; 3 hours Lecture

Prerequisite: RE 155A.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Advanced course in appraising, applying principles learned in RE 155A to more complex properties. An applied study of techniques and problems of appraising stores, offices, apartments, manufacturing, condominiums, subdivisions, high technology buildings and special purpose properties. Emphasis will be on the income approach to value.

RE 156

Escrow

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Introduces methods and techniques of escrow procedures for various types of business transactions with emphasis on real estate. The material covered should be of value to all those involved directly or indirectly with the escrow industry and those who are preparing to enter this field. Satisfies elective credit for Broker's license.

RE 157

Property Management

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Teaches functions of real estate management and forms of real estate ownership, property analysis, management contracts and fees, marketing, special properties, accounting and budgeting, trust accounts, tenant-management relations, insurance, property maintenance. May be offered in a Distance-Learning Format.

RE 193

Real Estate Computer Applications

3 units; 3 hours Lecture

Prerequisite: RE 150.

Recommended Preparation: Eligibility for ENGL 100 and READ 100.

Repeatability: May be taken a total of 2 times.

Introduces the student to a broad overview of Internet, communications and software applications used in the day-to-day life of real estate and related professions. Topics begin with basic computer skills and progress to the more complex tasks such as: e-commerce practices, real estate-specific software, trust fund handling, and escrow practices.

RE 195

Real Estate Common Interest Developments

3 units; 3 hours Lecture

Prerequisite: RE 150.

Recommended Preparation: Eligibility for ENGL 100 and READ 100; Eligibility for MATH 154.

Repeatability: May be taken a total of 2 times.

Covers the basics of managing, purchasing and selling of common-interest developments that are governed by homeowner associations, including condominiums. Provides broad knowledge of the legal requirements associated with common-interest developments and the business skills necessary to properly manage these developments.