

# REAL ESTATE (RE)

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## **RE-101 Real Estate Principles (formerly RE-140)** **3 Units (LEC 48-54)**

This course covers the basic laws and principles of California real estate. It provides the basic background and terminology necessary to understand property ownership, contracts, agency, listings, real estate financing, deeds, liens, escrows and title insurance, land descriptions, real estate mathematics, real estate licensing and state regulations. (formerly RE 140)

### **Transfers to CSU only**

## **RE-299 Special Projects: Real Estate** **1-3 Unit (IS 16-54)**

Students with previous course work in the program may do special projects that involve research and special study. The actual nature of the project must be determined in consultation with the supervising instructor.

**Prerequisite:** Two Real Estate classes must be completed prior to enrollment; a contract must be completed with the instructor prior to enrollment.

### **Transfers to CSU only**

## **RE-502 Real Estate Practice (formerly RE-141)** **3 Units (LEC 48-54)**

This course provides an analysis of real estate business as conducted in California stressing the practical application of real estate knowledge. Ideal for future or licensed real estate professionals. Topics include establishing the real estate office, prospecting, advertising, selling, listings, financing, escrow procedures, taxes, business opportunities, property management, and ethics. (formerly RE 141)

**Prerequisite/Corequisite:** RE-101 (with a grade of C or better) or Real Estate License.

### **Transfers to CSU only**

## **RE-504 Real Estate Finance (formerly RE-143)** **3 Units (LEC 48-54)**

This course provides an analysis of real estate finance. Topics covered include financing instruments, sources of financing, loan origination and servicing, consumer protection, and the role of federal and state governments. (formerly RE 143)

**Recommended Preparation:** RE-101 or Real Estate License.

### **Transfers to CSU only**

## **RE-505 Real Estate Property Management (formerly RE-154 Property Management)** **3 Units (LEC 48-54)**

This course emphasizes best practices in property management for residential, commercial, office, and industrial real estate. The principles of management, fair housing, ethics, and leasing are examined. (formerly RE 154)

**Prerequisite:** RE-101 (with a grade of C or better) and/or a Real Estate license.

### **Transfers to CSU only**

## **RE-506 Real Estate Economics (formerly RE-145)** **3 Units (LEC 48-54)**

This course is a practical study of the economic aspects of real estate and land use designed to provide a grasp of the dynamic factors which create real estate values and establish trends in real estate markets. This course meets pre-licensing requirements for the California real estate salesperson and brokers exams. (formerly RE-145)

**Prerequisite:** RE-101 (with a grade of C or better) or Real Estate License.  
**Transfers to CSU only**

## **RE-544 Fundamentals of Real Estate Appraisal (formerly RE-144 Basic Appraisal Principles and Procedures)** **3 Units (LEC 48-54)**

This course meets the requirements of the current Appraisal Qualifications Board of the Appraisal Foundation. Emphasis is on residential real estate and covers basic real estate appraisal principles and procedures. It meets the license requirements for all levels of appraisal license and is required for the trainee, residential, certified residential, and certified general licenses. This course qualifies with the California Department of Real Estate as a statutory/pre-license course for the salesperson and broker education requirements. (formerly RE 144)

### **Transfers to CSU only**

## **RE-549 Work Experience Education: Real Estate** **0.5-8 Units WEE 24-432**

This experiential learning course places students in supervised internships related to their academic major or career interests. Through hands-on work experience, students will build upon classroom-based learning and develop transferable skills. Internship work sites must be approved by the college prior to enrollment.

**Other Enrollment Criteria:** Each student must be enrolled for the full semester and have completed one course in the discipline. Students must also complete a WEE Orientation and Training Plan (Agreement) prior to registration. Please refer to the Work Experience Student Handbook for specific information.

### **Transfers to CSU only**

### **Offered as Pass/No Pass Only**

## **RE-707 Mortgage Loan Brokering and Lending** **3 Units (LEC 48-54)**

This course will provide students with a broad technical knowledge of the state and federal laws which govern the practice of mortgage loan brokering and lending in the state of California. Students will learn lending laws, regulations, disclosures, and the lending process.

### **Not transferable**