

REAL ESTATE (RE)

125 ESCROW PROCEDURES I 3 UNITS

3 hours lecture

Methods and techniques of escrow procedures for real estate transactions, and legal and ethical responsibilities. Topics include types of escrows, document preparation, terminology, phraseology, title and escrow procedures, adjustment of taxes, rents and charges.

CSU

190 REAL ESTATE PRINCIPLES 3 UNITS

3 hours lecture

Real Estate Principles is a fundamental real estate course covering the basic laws and principles of California real estate. It provides the student with understanding, background and the terminology necessary for advanced study in further specialized real estate courses. This course will benefit both the consumer and career-minded individual. It is designed to be of assistance to those preparing for the real estate license examination.

CSU

191 REAL ESTATE PRACTICE 3 UNITS

3 hours lecture

Day-to-day operation in real estate roles and brokerage including listing, prospecting, advertising, financing, sales techniques, escrow, and ethics.

CSU

192 REAL ESTATE FINANCE 3 UNITS

3 hours lecture

Analysis of real estate financing including lending policies and problems in financing transactions in residential, apartment, commercial and special purpose properties. Methods of financing properties are emphasized.

CSU

193 REAL ESTATE LEGAL ASPECTS 3 UNITS

3 hours lecture

Study of the law governing real property, its sale, lease, hypothecation or other conveyance. Instruments utilized in conveyance or lease of such property will be examined and prepared.

CSU

194 REAL ESTATE APPRAISAL 3 UNITS

3 hours lecture

Introductory course covering the purposes of appraisals, the appraisal process, and the different approaches, methods and techniques used to determine the value of various types of property. Emphasis is on residential and single-unit property.

CSU

197 REAL ESTATE ECONOMICS 3 UNITS

3 hours lecture

Study of the economic factors which determine the market and location of real property investments.

CSU

201 REAL ESTATE PROPERTY MANAGEMENT 3 UNITS

3 hours lecture

Study of property management and problem areas associated with operating income-producing property.

CSU

204 REAL ESTATE OFFICE ADMINISTRATION 3 UNITS

3 hours lecture

Study of administration, supervision and management of a real estate brokerage office.

CSU

250 REAL ESTATE INTERNSHIP 1-4 UNITS

75 hours paid or 60 hours unpaid work experience per unit

Practical work experience in the real estate industry. *Occupational cooperative work experience credit may accrue at the rate of one to eight units per semester for a total of sixteen units, and students must work 75 paid hours or 60 non-paid hours per unit earned. May be taken for a maximum of twelve units in Real Estate.*

CSU

292 MORTGAGE LOAN BROKERING AND LENDING 3 UNITS

3 hours lecture

Study of the practices and procedures involved in advanced real estate finance including secondary money market sources, federal loan qualification requirements, and special problems in current residential and commercial real estate financing.

CSU

294 ADVANCED REAL ESTATE APPRAISAL 3 UNITS

3 hours lecture

Study of the practices and procedures involved in advanced real estate appraising including the analysis of income and commercial properties.

CSU