

CUYAMACA COLLEGE
COURSE OUTLINE OF RECORD

Real Estate 190 – Real Estate Principles

3 hours lecture, 3 units

Catalog Description

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.

Prerequisite

None

Course Content

- 1) A Career in Real Estate and the California Department of Real Estate License Examination Requirements
- 2) Introduction to Real Estate
- 3) Real Estate Agency
- 4) Real Estate Disclosures
- 5) Real Estate Contracts
- 6) Methods of Acquiring Title and Deeds, Methods of Holding Title
- 7) Encumbrances, Liens and Homesteads
- 8) Introduction to Real Estate Finance
- 9) Real Estate Lenders and the Secondary Market
- 10) Real Estate Appraisal
- 11) Escrow and Title Insurance
- 12) Landlord and Tenant Relations
- 13) Land-Use Planning, Subdivisions and Fair Housing
- 14) Introduction to Taxation

Course Objectives

Students will be able to:

- 1) Gain an introductory knowledge of the real estate field.
- 2) Become familiar with the terminology commonly used in the field.
- 3) Attain a broad knowledge necessary to successfully attempt more advanced real estate courses and to pass the State's real estate license examination.
- 4) Gain insight into practical real estate problems to enable them to better conduct their own financial affairs related to real estate problems.

Method of Evaluation

A grading system will be established by the instructor and implemented uniformly. Grades will be based on demonstrated proficiency in subject matter determined by multiple measurements for evaluation, one of which must be essay exams, skills demonstration or, where appropriate, the symbol system.

- 1) Quizzes and Exams (objective)
- 2) Written assignments (subjective papers)
- 3) Practical in-class exercises and class discussions

- 4) Small group activities
- 5) Final exam

Special Materials Required of Student

None

Minimum Instructional Facilities

Smart classroom

Method of Instruction

- 1) Lecture with supplemental PowerPoint
- 2) Active participation
- 3) Small group activities with practical exercises
- 4) Internet resources
- 5) Guest speakers
- 6) Role Play
- 7) Class Discussions

Out-of-Class Assignments

- 1) **Reading:** course material; other course related multimedia.
- 2) **Writing:** short writing assignments; short research assignments.
- 3) **Other:** N/A.

Texts and References

- 1) Required (representative example): Brady, Estes & McKenzie, *California Real Estate Principles*. 11.1 ed. Mbition Publishing, 2022.
- 2) Supplemental: State of California, Bureau of Real Estate Reference book.

Student Learning Outcomes

Upon successful completion of the course, students will be able to:

- 1) Describe how one may qualify to be a real estate agent and identify continuing education requirements.
- 2) Distinguish between the various methods of acquiring and transferring real property, describe the methods of holding title, identify the requirements of a valid deed, and evaluate how legal encumbrances (liens, easements, and encroachments) affect the use and value of real property.
- 3) Describe how a fiduciary relationship is created between a real estate agent and client, evaluate the responsibilities arising from that duty, identify the essential elements of a real estate contract, and determine which forms (listing agreement, purchase contract, disclosure, etc.) to use in a specific real estate transaction.
- 4) Formulate the best loan package and appraisal approach for various purchases. (Work Based Learning Outcome)
- 5) Analyze the duties the landlord and tenant owe each other.
- 6) Evaluate the consequences of failing to comply with state and federal fair housing, income tax, environmental, and subdivision laws.