

CUYAMACA COLLEGE – COURSE SYLLABUS
Department of Business and Professional Studies

RE 190, Section 5786 – REAL ESTATE PRINCIPLES

Online Class via the Internet
3 units

Spring 2024
16 Week Semester
Jan 29 – May 25, 2024

Instructor:

Gregory Daunoras, M.A., GRI
Real Estate Broker & Realtor®

Campus Mailbox and Voice Mail:

F Building
619-644-7454, Ext 3049

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gregory.daunoras@gcccd.edu

Office Hours:

Via email anytime

Required Textbook:

California Real Estate Principles, 11.1 Edition, 2022 or 11th Edition is acceptable

Authors: Brady and Estes
Publisher: Mbition Publishers
ISBN-13: 978-1-62980-308-1

Course Description:

Real Estate Principles is a fundamental course covering the basic laws and principles of California Real Estate. It provides the student with understanding, background and the necessary terminology 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.

Course Objectives:

- 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 in order to better conduct one's own financial affairs related to real estate problems.

Student Learning Outcomes (rev. 10/2020):

- 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 agreement, disclosure forms, etc.) to use in a specific real estate transaction.
- 4) Formulate the best loan package and appraisal approach for various purchases.
- 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.

Assignments, Exams, Grades & Policies

Assignments:

In this college online class, you should expect to spend up to 6 hours a week to read the assigned chapters, prep, write and complete the weekly assignments. Each week you will be assigned 5 essay questions that will require several sentences or a paragraph response for each question. You will have the entire week to work on this assignment and each question will be worth 2 points, which is 10 points a week or **160 points** for the entire class. In addition, attendance & participation in the weekly discussion board is required for 2 points a week or **30 points** for the entire class. Please note: The instructor reserves to the right to remove any online posting that is deemed inappropriate or offensive. All weekly assignments are due by 11:55 p.m. every Sunday evening. The new week will immediately begin at 12:01 a.m. each Monday. The weekly written assignments will be posted in the 'Modules' section of Canvas. Instructions on how to respond will be provided in both the Discussion Board section and the weekly Announcements online. **All five essay questions in the weekly assignment section must be submitted all at one time each week.**

Exams:

There will be six (6) scheduled quizzes worth 10 points each and a final exam worth 100 points. Therefore, your grade will be based on a maximum **350 point/ 100 percent ratio**.

Grades: (Points are shown in parentheses based on a 100 percent scale)

97 – 100% = A+, 92 – 96% = A, 89 – 91% = A-, 86 – 88% = B+, 82 – 85% = B
(338 – 350 = A+) (321 – 337 = A) (310 – 320 = A-) (300 – 309 = B+) (286 – 299 = B)

79 – 81% = B-, 75 – 78% = C+, 69 – 74% = C, 56 – 68% = D, 55% or less = F
(275 – 285 = B-) (261 – 274 = C+) (240 – 260 = C) (195 – 239 = D) (0 – 194 = F)

Turning in Late Assignments:

As mentioned earlier, each (weekly) written assignment will be due by the end of the week at 11:55 p.m. on Sunday night. You will have the entire week, beginning each Monday, to complete these weekly assignments. If you have difficulties, late work will be accepted up to 48 hours after the Sunday due date (by the following Tuesday evening at 11:55 p.m.), **however, 50 % of the grade will be reduced if submitted late**. After this 48 hour late period of time has expired, no further late work will be accepted. If you submit late work after the following Tuesday at 11:55 p.m., you will receive a zero (0) for that week's assignment. All quizzes and the final exam must be completed on time. **No late quizzes or exams will be accepted.**

Attendance:

Weekly attendance is taken by the amount of time you log into the class (your attendance also includes graded participation in the weekly Discussion postings). You may access this online class 24 hours a day, 7 days a week (except if Canvas is taken down for routine maintenance by the college systems administrator). If you do not log into the class for more than an entire week, it will be considered excessive absence. No show students during the first week of class will be dropped by the instructor. In addition, if you fail to submit required weekly assignments for any 3 week period of time, consecutive or non-consecutive, you will be dropped from the class. Please see “Attendance Requirements” on page 37 of the current 2023 – 2024 college catalog.

Withdrawing from Class:

If it becomes necessary to withdraw from this or any other class, it is your responsibility to drop the class prior to the established deadline. Failure to officially drop will result in receiving an “F” for the course. You must access **Self-Service** from the college website or contact the college Admissions and Records Office for assistance. For detailed information, please see page 2 in the current ‘Spring 2024 Class Schedule’ as well as page 38 in the 2023 – 2024 college catalog.

Academic Honesty:

Cuyamaca College is a community of scholars and learners committed to the principles of honesty, fairness and respect for the learning process. As members of this community, students are expected to adhere to these fundamental values at all times by refraining from plagiarism, copying & pasting from the World Wide Web, submitting the work of others as your own (even if the author is not disclosed) or permitting anyone else to do the same. Violations will result in receiving a zero (0) for the assignment, exam or quiz.

This course adheres to the policies outlined in the Cuyamaca College Catalog. For further information, please see “Academic Policies” on pages 36 – 54 in the current college catalog.

Academic accommodations are available for students with disabilities. Please identify yourself to the Disabled Student Programs and Services staff (DSPS) for these services.

Class Schedule

Week:	Dates:	Chapters:	Due Date:
1	Jan 29 – Feb 4, 2024	Start with Chap. 2 & Discussion Board	Feb 4, 11:55 p.m. Weekly Assignment
2	Feb 5 – 11	3 & Discussions	Feb 11, 11:55 p.m. Weekly Assignment
3	Feb 12– 18	4 & Discussions	Feb 18, 11:55 p.m. Weekly Assignment
4	Feb 19 – 25	5 & Discussions QUIZ 1	Feb 25, 11:55 p.m. Weekly Assignment
5	Feb 26 – Mar 3	6 (Part 1) & Discussions	Mar 3, 11:55 p.m. Weekly Assignment
	Continued on next page		

Week:	Dates:	Chapters:	Due Date:
6	Mar 4 – 10	6 (Part 2)& Discussions	Mar 10, 11:55 p.m. Weekly Assignment
7	Mar 11 – 17	7 & Discussions QUIZ 2	Mar 17, 11:55 p.m. Weekly Assignment
8	Mar 18 – 24	8 & Discussions QUIZ 3	Mar 24, 11:55 p.m. Weekly Assignment
9	Apr 1 – 7	9 & Discussions	Apr 7, 11:55 p.m. Weekly Assignment
10	Apr 8 – 14	10 & Discussions QUIZ 4	Apr 14, 11:55 p.m. Weekly Assignment
11	Apr 15 – 21	11 & Discussions	Apr 21, 11:55 p.m. Weekly Assignment
12	Apr 22 – 28	12 & Discussions QUIZ 5	Apr 28, 11:55 p.m. Weekly Assignment
13	Apr 29 – May 5	13 & Discussions	May 5, 11:55 p.m. Weekly Assignment
14	May 6 – 12	14 & Discussions QUIZ 6	May 12, 11:55 p.m. Weekly Assignment
15	May 13 – 19	15 & Discussions	May 19, 11:55 p.m. Weekly Assignment
16 FINAL EXAM	May 20– 25	Chapter 1 & FINAL EXAM	May 25, 11:55 p.m. Congratulations

Course Content

- 1) A Career in Real Estate and the State 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
- 15) Single Family Homes and Mobile Homes