

SAN BERNARDINO VALLEY COLLEGE
COURSE OUTLINE FOR REAL ESTATE 100
REAL ESTATE PRINCIPLES

I. CATALOG DESCRIPTION

REALST 100: REAL ESTATE PRINCIPLES

3 hours lecture = 3 units

Fundamentals of real estate covering basic laws and principles of California real estate. Includes the background and terminology necessary for advanced study of real estate. Mandatory prerequisite for the real estate sales license examination.

PREREQUISITE: None.

DEPARTMENTAL RECOMMENDATION: None.

II. NUMBER OF TIMES COURSE MAY BE TAKEN FOR CREDIT: One.

III. EXPECTED OUTCOME FOR STUDENTS

Upon completion of the course, the student should be able to:

- A. Apply learned real estate principles to current real estate transaction.
- B. Recognize and use the various acquisitions and transfer techniques in real estate transactions.
- C. Interpret the legality of contracts.
- D. Research various avenues of real estate financing.
- E. Define potential problems associated with the appraisal and escrow of real estate transactions.
- F. Construct fair and equitable leases or rental agreements.
- G. Evaluate the tax consequences of real estate transactions.

IV. CONTENT

- A. The Nature of Real Property
- B. Titles and Estates
- C. Acquisition and Transfer of Real Property - Deeds
- D. Liens and Encumbrances
- E. Agency and the Real Estate Licensee
- F. Elements of contracts
- G. Real Estate Contracts Real Estate Mathematics
- H. Real Estate Finance - Instruments of Finance
- I. Real Estate Finance - Sources of Funds
- J. Appraisal and Valuation of Real Property

V. METHODS OF INSTRUCTION

- A. Lecture
- B. Demonstration

VI. TYPICAL ASSIGNMENTS

VII. EVALUATION(S)

- A. Methods of Evaluation
 - 1. Quizzes and examinations
- B. Frequency of Evaluation
 - 1. Weekly quizzes
 - 2. One final examination

VIII. TYPICAL TEXT(S)

IX. OTHER SUPPLIES REQUIRED FOR STUDENTS: None.