

SAN BERNARDINO VALLEY COLLEGE
COURSE OUTLINE FOR REAL ESTATE 200
REAL ESTATE PRACTICE

I. CATALOG DESCRIPTION

REALST 200: REAL ESTATE PRACTICE

3 hours lecture = 3 units

Day-to-day operations in real estate; overview of brokerage procedures and the various roles of the employee. Mandatory prerequisite to real estate broker's examination.

PREREQUISITE: None.

DEPARTMENTAL RECOMMENDATION: REALST 100 or real estate license.

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 practice to everyday real estate office procedures.
- 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 real estate industry and the real estate licensee
- B. Real estate agency
- C. The real estate office
- D. Prospecting and listing
- E. Advertising
- F. Selling and marketing techniques
- G. The offer and purchase contract
- H. Escrow and title insurance
- I. Real estate finance-Instruments of finance
- J. Real estate finance-Sources of funds

- K. Taxation of real property
- L. Income tax and real estate

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.