

REAL 210: REAL ESTATE PRINCIPLES

Citrus College Course Outline of Record

Heading	Value
Effective Term:	Fall 2020
Credits:	3
Total Contact Hours:	54
Lecture Hours :	54
Lab Hours:	0
Hours Arranged:	0
Outside of Class Hours:	108
Transferable to CSU:	Yes
Transferable to UC:	No
Grading Method:	Standard Letter, Pass/No Pass

Catalog Course Description

A basic course for those who plan to enter the real estate field vocationally or who desire a background in the subject. Topics include: contracts, economics, history, financing, deeds, leases, and partial preparation for California Real Estate Salesperson License Examination. 54 lecture hours.

Course Objectives

- Fulfill one of the real estate educational requirement of the California Department of Real Estate in order to take the salesperson's examination.
- Analyze and determine the financial requirements for various real estate investments including sources of needed financing.
- Apply recognized appraisal technique in valuation of real property.
- Anticipate and/or define problems, formulate and assess solutions relative to handling income properties.
- Analyze and assess real estate investment considerations.
- Apply principles of ownership and methods of conveyance.
- Determine if the essential items are included in a document for a valid deed.
- Analyze the impact of encumbrances on title and how to clear encumbrances to acquire clear title during transfer.
- Apply Real Estate Agency rules and laws to an individuals Fiduciary responsibilities as a Real Estate agent.

Major Course Content

1. Introduction to real estate
2. Legal description, method of acquiring title, and deeds
3. Estates and methods of holding title
4. Encumbrances, liens and homesteads
5. Real estate agency
6. Real estate contracts and mandated disclosures
7. Practical real estate mathematics
8. Introduction to real estate finance
9. Real estate lenders
10. FHA, VA, and Cal-Vet loans and the secondary mortgage market

11. Real estate appraisal
12. The role of escrow and title insurance companies
13. Landlord and tenant relations
14. Land-use planning, subdivisions, fair housing and other public controls
15. Introduction to taxation
16. Single-family homes and mobile homes
17. A career in real estate and the Department of Real Estate License Examination requirements

Suggested Reading Other Than Required Textbook

The Millionaire Next Door by William Danco

Examples of Required Writing Assignments

Write a one page critical review of the financial aspects of the movie Pacific Heights.

Examples of Outside Assignments

Students will prepare a report for a fictitious buyer of a residential home. Students will search public information such as real estate websites and home listings. Students will match the fictitious buyers requirements to existing listings in the market place.

Instruction Type(s)

Lecture, Online Education Lecture