

REAL 212: REAL ESTATE PRACTICE

Citrus College Course Outline of Record

Heading	Value
Effective Term:	Fall 2023
Credits:	3
Total Contact Hours:	54
Lecture Hours :	54
Lab Hours:	0
Hours Arranged:	0
Outside of Class Hours:	108
Strongly Recommended:	REAL 210.
Transferable to CSU:	Yes
Transferable to UC:	No
Grading Method:	Standard Letter, Pass/No Pass

Catalog Course Description

This course covers office procedures and practices in listing agreements, conflicts in agency, escrow, disclosures, and requirements for a real estate exchange. It also covers the historical and social impacts of implicit bias, explicit bias, and systemic bias in real estate transactions. 54 lecture hours.

Course Objectives

- Prepare a seller's packet containing appropriate completed documents.
- Prepare a buyer's packet containing appropriate completed documents.
- Describe and discuss various types of listing agreements.
- Compare obligations and possible consequences of dual agency versus single agency.
- Describe the requirements for a real estate exchange.
- Describe role of escrow and title companies in real estate transactions.
- List and describe the most common disclosures required to complete the purchase or sale of residential real estate.
- Understand the historical and social impacts of implicit bias, explicit bias, and systemic bias in real estate transactions.

Major Course Content

1. Getting started in real estate
2. Ethics, fair housing and trust funds
 - a. Federal/state fair housing laws: interactive participatory component where the student role-plays as both a consumer and a real estate professional.
3. Mandatory disclosures
4. Prospecting
5. Listing Presentation package
6. Listing presentations
7. Servicing the listing
8. Advertising

9. The buyer and the property showing
10. Obtaining the offer and creating the sales agreement
11. From offer to closing
12. Real estate financing
13. Escrow and title insurance
14. Taxation
15. Property management and leasing

Suggested Reading Other Than Required Textbook

Magazines, websites and the real estate section of the Los Angeles Times.

Examples of Required Writing Assignments

REAL ESTATE MAGAZINE ARTICLE SUMMARY. read an article concerning some aspect of Real Estate. You are to summarize the article in about 2-3 pages. You may find suitable articles in any business related magazine or publication, or any other suitable business source. These magazines are available at various libraries. A copy of the article is to be attached to your summary. Real Estate Web Site Report. Go to any Real Estate related website. Review several sites and topics and submit a short (2-3 pages) summary of your findings. Be sure to list the website with your article.

Examples of Outside Assignments

Students will be assigned additional work in an area of interest. Projects have included the reviewing of open houses, completion of closing statements, preparing amortization schedules, preparation of standard documents (deeds), specially assigned research paper and presentation. DEGREE APPLICABLE COURSE: 2 hours of independent work done out of class per each hour of lecture or class work, or 3 hours lab, practicum, or the equivalent, per unit.

Instruction Type(s)

Lecture, Online Education Lecture