

Business real estate

BUSINESS REAL ESTATE – RE

Charlie Shi, Dean

Business, Computer Science, and Culinary Arts Division
Administration Building, 214

Certificate of achievement

Real estate - See BUS

Certificate of accomplishment

Real estate salesperson - See BUS

RE-150 Topics in Real Estate

.3-4 units SC

- Variable hours

A supplemental course in real estate to provide a study of current concepts and problems. Specific topics will be announced in the schedule of classes. CSU

RE-160 Real Estate Principles

3 units SC

- 54 hours lecture per term
- Advisory: College-level reading and writing are expected.
- Note: Applies toward the CA Board of Real Estate continuing education and licensing.

This course provides an introduction to the real estate profession. The course covers real and personal property acquisition, ownership, estates in real property, contracts, deeds, financing, taxes, property transfer, agency and other topics relevant to the transaction and transfer of property rights, especially within the context of California law. Persons preparing for the real estate salesperson's license examination through the California Board of Real Estate may find this course valuable, although the course is not specifically or solely designed as a pre-licensing course. CSU

RE-161 Real Estate Law

3 units SC

- 54 hours lecture per term
- Advisory: RE-160 or valid CA RE license and College-level reading and writing are expected.
- Note: Applies toward the CA Board of Real Estate continuing education and licensing.

This course provides an overview of California law as it pertains to the practice of real estate, including rights to property ownership and management, agency, contracts, and application to real estate transfer. The course also covers conveyancing, probate proceedings, trust deeds, foreclosure, and recent federal and California legislation governing real estate transactions. CSU

RE-162 Real Estate Appraisal

3 units SC

- 54 hours lecture per term
- Advisory: RE-160 or valid CA RE license and College-level reading and writing are expected.
- Note: Applies toward the CA Department of Real Estate educational requirements for real estate licenses.

This course covers real estate valuation concepts, methods, and models, with emphasis on residential property. Topics include definitions, concepts, and techniques of valuation, and the appraisal process, including the preparation of appraisal reports. CSU

RE-163 Real Estate Practice

3 units SC

- 54 hours lecture per term
- Advisory: RE-160 or a valid California real estate license and College-level reading and writing are expected.
- Note: Applies toward the CA Board of Real Estate continuing education and licensing.

This course is a comprehensive overview of all legal, ethical, and professional aspects to a successful real estate services practice including techniques of prospecting, listing, selling, financing, drafting offers and purchase agreements, overseeing escrow, executing tax-efficient property exchanges, and managing leasehold estates and other property. CSU

RE-164 Real Estate Finance

3 units SC

- 54 hours lecture per term
- Advisory: RE-160 or a valid California real estate license and College-level reading and writing are expected.
- Note: Applies toward the CA Board of Real Estate continuing education and licensing.

This course provides an overview of real estate finance, including lending policies, procedures and types of loans used to buy, build, refinance, or invest in real property. CSU

RE-165 Real Estate Economics

3 units SC

- 54 hours lecture per term
- Advisory: RE-160 or a valid California real estate license and College-level reading and writing are expected.
- Note: Applies toward the CA Board of Real Estate continuing education and licensing.

This course provides an overview of economic concepts and theories as they apply to the functioning of real estate markets. Special attention is paid to the impact that the financial system and government institutions have on real estate value and return. CSU

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RE-166 Real Estate Escrow Procedures

3 units SC

- *54 hours lecture per term*
- *Advisory: RE-160 or a valid California real estate license and College-level reading and writing are expected.*
- *Note: Applies toward the CA Board of Real Estate continuing education and licensing.*

This course provides an overview of the procedures required to complete a valid escrow in order to close a real estate transaction. Technical skills, legal aspects, ethical restrictions, interfacing with financing and real estate agents will be emphasized. Students are introduced to the procedures and practices from the perspective of both the escrow/title insurance company and the real estate licensee. CSU

RE-167 Real Estate Property Management

3 units SC

- *54 hours lecture per term*
- *Advisory: RE-160 or a valid California real estate license and College-level reading and writing are expected.*
- *Note: Applies toward the CA Board of Real Estate continuing education and licensing.*

This course presents the fundamental elements of managing residential properties. Topics also include commercial and business property management, acquisition, marketing, financing, financial reporting, contracts, leases, Fair Housing Laws, valuation, maintenance, taxes, risk management, insurance, furnishings, and tenant relations. CSU