

Business real estate

BUSINESS REAL ESTATE – RE

Despina Prapavessi, Dean
 Business Division
 Math Building, Room 267

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
- Recommended: Eligibility for ENGL-122 or equivalent
- Note: Applies toward 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 essential topics. It will also assist persons preparing for the real estate salesperson's license examination, although it is not specifically or solely designed as a pre-licensing course. CSU

RE-161 Legal Aspects of Real Estate

- 3 units SC
- 54 hours lecture per term
- Recommended: RE-160 or valid California real estate license and eligibility for ENGL-122 or equivalents
- Note: Applies toward CA Board of Real Estate continuing education and licensing.

This course will provide an overview of California law as it pertains to the practice of real estate. CSU

RE-162 Real Estate Appraisal I

- 3 units SC
- 54 hours lecture per term
- Recommended: RE-160 or valid California real estate license and eligibility for ENGL-122 or equivalents
- Note: Applies toward CA Department of Real Estate educational requirements for real estate licenses

This is a basic course in real estate valuation with emphasis on residential property. Topics will include definitions and concepts, principles of valuation, and the appraisal process. CSU

RE-163 Real Estate Practice

- 3 units SC
- 54 hours lecture per term
- Recommended: Valid California real estate license or RE-160 and eligibility for ENGL-122 or equivalents
- Note: Applies toward the state educational requirements for brokers license

This course is a comprehensive and practical presentation of the knowledge necessary to be effective in the real estate industry. Topics include: techniques of prospecting, listing, selling, financing, purchase agreements, escrow, exchange, and property management. CSU

RE-164 Real Estate Finance

- 3 units SC
- 54 hours lecture per term
- Recommended: RE-160 and eligibility for ENGL-122 or equivalent
- Note: Applies toward the state educational requirements for the sales or broker's license

This course is an overview of real estate finance including conventional, Federal Housing Authority (FHA), Veterans Administration (VA) and non-institutional loans. Other topics include construction, investment, and creative financing. CSU

RE-165 Real Estate Economics

- 3 units SC
- 54 hours lecture per term
- Recommended: RE-160 or valid CA real estate license or equivalent
- Note: Applies toward CA Board of Real Estate continuing education and licensing.

This course is an overview of economic concepts and theories as they apply to the functioning of real estate markets. Special attention to the role of government and other economic sectors in the observed value and returns on residential and commercial real estate will be observed. CSU

RE-166 Escrow Procedures

- 3 units SC
- 54 hours lecture per term
- Recommended: RE-160 or valid California real estate license and eligibility for ENGL-122 or equivalents
- Note: Applies toward CA Board of Real Estate continuing education and licensing.

This course is 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

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RE-167 Real Estate Property Management

3 units SC

- *54 hours lecture per term*
- *Recommended: RE-160 and eligibility for ENGL-122 or equivalents*

This course presents the fundamental elements of managing residential and apartment properties. Topics 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

RE-201 Advanced Real Estate Studies

.3-4 units SC

- *Variable hours*
- *Note: May serve to satisfy CA DRE continuing education requirement for industry licensees.*

A supplemental course in real estate designed to provide a study of current real estate problems or activities. Specific topics to be announced. CSU