

## COLLEGE OF SAN MATEO

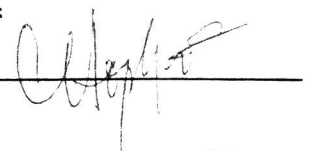
## COURSE OUTLINE

COURSE TITLE COMMERCIAL AND INVESTMENT PROPERTY DEPT./NUMBER R. E. 215  
 UNITS OF CREDIT 3 LEC. HOURS/WEEK 3 COURSE LENGTH SEMESTER  
 DEGREE APPLICABLE YES LAB. HOURS/WEEK \_\_\_\_\_  
 NON-DEGREE APPLICABLE \_\_\_\_\_ OTHER HOURS/WEEK \_\_\_\_\_

1. CATALOG DESCRIPTION  
 For licensed real estate brokers and salesmen, financing officials and investors. Emphasizes the process of selecting various properties for investment, including analyzing income, operating expenses and income tax implications. (Meets the State requirements for the broker's examination.)
2. CLASS SCHEDULE DESCRIPTION (125 characters) Primary emphasis placed on the process of selecting various types of commercial properties for investment purposes and analyzing location, income, operating expenses, depreciation and obsolescence.
3. PREREQUISITES AND COMPETENCY LEVELS REQUIRED (Title 5 Plan, p. 19)  
 R. E. 100, R. E. 105, R. E. 110, R. E. 121, R. E. 131, and R. E. 141, or equivalent.
4. COURSE OBJECTIVES (Must include objective(s) which involve "critical thinking," Title 5 Plan, p. 20.)  
  
 SEE ATTACHED SHEET
5. RECOMMENDED TEXT MATERIALS  
 COMMERCIAL AND INVESTMENT PROPERTIES - Campbell and Wendt - University of California Press  
 State Department of Real Estate REFERENCE Book and REAL ESTATE LAW
6. SUPPLIES NEEDED  
 Blackboard, chalk, overhead projector.
7. SCOPE OF THE COURSE (Attach topical outline)  
 SEE ATTACHED SHEET
8. EVALUATION (Include examinations, skills demonstrations, writing assignments, and other measures of ability to apply critical analysis. Include standards of evaluation where appropriate. Examples to be on file in Division Office.)

SPECIAL PROJECT REQUIRED OF STUDENTS AND PREPARED BY  
 INSTRUCTOR AS IT RELATES TO INDIVIDUAL ARRANGEMENTS  
 FINAL EXAMINATION...COPY ATTACHED

PREPARED BY:



4.

COURSE OBJECTIVES

THE STUDENT WILL BE ABLE TO:

1. Apply the principles of Commercial and Investment Propty to in-service work experiences in the real estate investment field.
2. Provide information to licensed brokers, salesmen, mortgage bankers, trust department officials, and investors in order to test and apply investment assumptions in an informed and reliable manner.
3. Critically analyze basic data in a precision manner and thus eliminate errors in the process -- as well as to hypothesize alternate possible explanations relating to investment calculations. This procedure includes the collection and analysis of general data as well as being completely informed about implications of current tax regulations.
4. Prepare professional contracts with a sense of integrity which includes basing conclusions on fact and statistical analysis.
5. Become completely exposed to real estate investment markets so that reasonable direction and analysis for benefit of clientele can be arrived at in relationship to current money and capital markets.
6. Determine the highest and best use of commercial and investment properties (which includes shopping centers, hotels and motels, multi-family properties, special purpose properties, etc.)
7. Develop a serious sense of scientific integrity which is based on conclusions of fact and statistical research of properties involved as well as to consider the human-biological-ecological implications of the actions and not merely the statistical facts.

SCOPE OF THE COURSE (OUTLINE BELOW)

1. Course introduction and scope of the investment market.
2. Retail store properties.
3. Regional shopping centers.
4. Percentage leases.
5. Office buildings.
6. Hotels and motels.
7. Apartment houses.
8. Financing the commercial and investment property.
9. Special purpose properties.
10. Sale and leaseback plan.
11. Institutional investing.
12. Income tax considerations.
13. Special project reports and course overview.
14. Final examination.