

**College of San Mateo**  
**Official Course Outline**

1. **COURSE ID:** R.E. 100    **TITLE:** Real Estate Principles  
**Units:** 3.0 units    **Hours/Semester:** 48.0-54.0 Lecture hours; and 96.0-108.0 Homework hours  
**Method of Grading:** Letter Grade Only
  
2. **COURSE DESIGNATION:**  
**Degree Credit**  
**Transfer credit:** CSU  
**AA/AS Degree Requirements:**  
    CSM - GENERAL EDUCATION REQUIREMENTS: E5d. Career Exploration and Self-Development
  
3. **COURSE DESCRIPTIONS:**  
**Catalog Description:**  
    This course introduces the legal concepts of property ownership, contracts, agency, financing, liens and encumbrances, taxes, escrows, land description, and additional RE topics as they apply to realty in California. (This is the usual first course in Real Estate. This introductory course is mandatory for meeting the California State licensing requirements for admission to the salesperson's license exam.)
  
4. **STUDENT LEARNING OUTCOME(S) (SLO'S):**  
    Upon successful completion of this course, a student will meet the following outcomes:
  1. Define real estate and related legal concepts of property law.
  2. Define the key ways in which legal title to real estate is held.
  3. Understand how real estate is usually acquired or transferred in California.
  4. Understand the legal duties of a California real estate agent in purchase/sales transactions.
  5. Understand applicable contracts law principles and how typical realty transactions are negotiated.
  6. Understand real estate law topics including land use controls and zoning, landlord/tenant law, and an introduction to tax law as it relates to real property.
  
5. **SPECIFIC INSTRUCTIONAL OBJECTIVES:**  
    Upon successful completion of this course, a student will be able to:
  1. Define real estate and related legal concepts of property law.
  2. Define the key ways in which legal title to real estate is held.
  3. Understand how real estate is usually acquired or transferred in California.
  4. Understand the legal duties of a California real estate agent in purchase/sales transactions.
  5. Understand applicable contracts law principles and how typical realty transactions are negotiated.
  6. Understand real estate law topics including land use controls and zoning, landlord/tenant law, and an introduction to tax law as it relates to real property.
  
6. **COURSE CONTENT:**  
**Lecture Content:**
  1. Introduction to RE
  2. Real Estate Acquisitions
  3. Real Estate Ownership Interests chiefly employed in California residential property law
  4. Roles and legal duties of brokers and sales agents
  5. Real Estate Contracts Law principles
  6. Real Estate Lending/Mortgage Law introduction
  7. Valuation/Appraisal principles
  8. Escrow, Title Insurance, and Closing the Purchase/Sales Transaction
  9. Landlord/Tenant Law introduction
  10. Land Use Controls and Zoning Law
  11. Introduction to Taxation Law as it involves Real Estate
  12. Current Real Estate developments and issues, potential future changes in RE law in California
  
7. **REPRESENTATIVE METHODS OF INSTRUCTION:**  
    Typical methods of instruction may include:
  - A. Lecture
  - B. Discussion

- C. Other (Specify): 1. Reading assignments from the textbook will reinforce all major topics in the course. 2. Performance assignments including quizzes will reinforce all major course topics.

**8. REPRESENTATIVE ASSIGNMENTS**

Representative assignments in this course may include, but are not limited to the following:

**Writing Assignments:**

Homework problems assigned from textbook. Quizzes.

**Reading Assignments:**

Textbook and possibly some pertinent supplemental readings as assigned.

**9. REPRESENTATIVE METHODS OF EVALUATION**

Representative methods of evaluation may include:

- A. Class Performance
- B. Exams/Tests
- C. Homework

**10. REPRESENTATIVE TEXT(S):**

Possible textbooks include:

- A. McKenzie, Brady, and Estes.. *California Real Estate Principles*, 10th ed. not stated, 2016

**Origination Date:** March 2017

**Curriculum Committee Approval Date:** April 2017

**Effective Term:** Fall 2017

**Course Originator:** Anne Figone