1. **COURSE ID:** R.E. 100  
**TITLE:** Real Estate Principles  
**Semester Units/Hours:** 3.0 units; a minimum of 48.0 lecture hours/semester  
**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 as they apply to real estate transactions in the State of California. It also introduces the principles of working within these legal parameters as a real estate agent or broker, what the legal/ethical obligations are for the selling or purchasing agents and how these legal concepts should be addressed with the owner or buyer of the property. (This course meets 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:  
A. Apply the principles of real estate to in-service work experiences in the field of real estate agency and real estate areas.  
B. Identify and explain the legal role and responsibilities of a California real estate agent in either a purchasing or selling transaction involving real property.  
C. Demonstrate the ability to explain to a client how real estate is acquired, held, used, regulated, taxed, and transferred in relation to a variety of circumstances.  
D. Be able to research, analyze and explain the economic environment and current trends in the local real estate market to clients who are interested in purchasing or selling property.  
E. Critically analyze basic real estate data in a precise manner in order to eliminate errors in the process and apply these procedures to all areas of agency.  
F. Demonstrate knowledge of how to prepare and interpret basic contract forms related to a residential real estate transaction.

5. **SPECIFIC INSTRUCTIONAL OBJECTIVES:**  
Upon successful completion of this course, a student will be able to:  
A. Apply the principles of real estate to in-service work experiences in the field of real estate agency and real estate areas.  
B. Identify and explain the legal role and responsibilities of a California real estate agent in either a purchasing or selling transition involving real property.  
C. Demonstrate the ability to explain to a client how real estate is acquired, held, used, regulated, taxed, and transferred in relation to a variety of circumstances.  
D. Be able to research, analyze and explain the economic environment and current trends in the local real estate market to clients who are interested in purchasing or selling property.  
E. Critically analyze basic real estate data in a precise manner in order to eliminate errors in the process and apply these procedures to all areas of agency.  
F. Demonstrate knowledge of how to prepare and interpret basic contract forms related to a residential real estate transaction.

6. **COURSE CONTENT:**  
**Lecture Content:**  
1. Sales agents, brokers, and how they work together  
2. Listing agreements and acquiring listing for an individual’s firm  
3. Marketing listing effectively  
4. Purchase listing effectively  
5. Purchase/sales contacts and the negotiating firm

6. Presenting the offer and completing the transacting through and past the close of escrow
7. Finding potential buyers
8. Working disclosures to clients, purchasers
9. Identifying and avoiding some common real estate practice pitfalls
10. Ethical business practices
11. Building a successful business and being of service of the local community
12. Obtaining need expert service
13. Alternative career paths for real estate professionals
14. Historical and current local real property market trends; dealing in different types of properties
15. Keeping and increasing level of expertise: continuing opportunities and resources.

7. REPRESENTATIVE METHODS OF INSTRUCTION:
   Typical methods of instruction may include:
   A. Lecture
   B. Guest Speakers
   C. Other (Specify): 1. Reading assignments from the textbook will reinforce all topics in the course. 2. Homework problems from the textbook will reinforce all 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.
   **Reading Assignments:**
   - Chapter readings assigned.

9. REPRESENTATIVE METHODS OF EVALUATION
   Representative methods of evaluation may include:
   A. Exams/Tests
   B. Homework
   C. Written examination

10. REPRESENTATIVE TEXT(S):
    Possible textbooks include:
    A. Anderson, et al.. *California Real Estate Practice*, ed. not stated, 2012

   **Origination Date:** August 2010
   **Curriculum Committee Approval Date:** September 2013
   **Effective Term:** Fall 2013
   **Course Originator:** Anne Figone