1. **COURSE ID:** R.E. 105  
**TITLE:** Property Investments, Valuation, and Management  
**Units:** 3.0 units  
**Hours/Semester:** 48.0-54.0 Lecture hours  
**Method of Grading:** Letter Grade Only

2. **COURSE DESIGNATION:**  
Degree Credit  
Transfer credit: CSU

3. **COURSE DESCRIPTIONS:**  
**Catalog Description:**  
Real Estate as part of a larger, well-diversified investment strategy. Real Estate markets, financing investment purchases, value of money, estimating costs and revenues of real estate investments with some key legal, depreciation and tax considerations. (This course has been accepted by the California State Board of Real Estate for credit towards sales agent and broker licenses. This course also can apply towards AA degrees and it can transfer to CSU.)

4. **STUDENT LEARNING OUTCOME(S) (SLO'S):**  
Upon successful completion of this course, a student will meet the following outcomes:  
1. **INVESTING CONCEPTS:** Learn some of the key goals most people need to consider in planning and managing their finances in a responsible and successful fashion. Identify the major types of generally-available and commonly-utilized investment vehicles. Examine risk and reward and some ways to prudently manage risk.  
2. **REAL ESTATE INVESTMENTS:** Examine several of the key types of realty or real estate-related investment vehicles with consideration of important characteristics such as apparent risk, continuing financial requirements, continuing time and effort requirements, probable necessary holding periods, and liquidity.  
3. **REAL ESTATE MARKETS:** Learn about current topics and long-term trends relating to real estate markets, with an emphasis on California including the Bay Area. Local and micro-markets. Major factors that influence and change realty markets and valuations over time.  
4. **NEGOTIATIONS IN REAL ESTATE TRANSACTIONS:** Acquire knowledge about the typical negotiating process in the real estate sales transaction including current California law and practice. Some key elements of concern to the buyer and seller in the normal residential property purchase-sale transaction.  
5. **IMPORTANT LEGAL CONSIDERATIONS:** Learn some legal considerations relating to investment or real estate brokers, advisors, and owning and managing residential investment properties.

5. **SPECIFIC INSTRUCTIONAL OBJECTIVES:**  
Upon successful completion of this course, a student will be able to:  
1. **INVESTING CONCEPTS:** Learn some of the key goals most people need to consider in planning and managing their finances in a responsible and successful fashion. Identify the major types of generally-available and commonly-utilized investment vehicles. Examine risk and reward and some ways to prudently manage risk.  
2. **REAL ESTATE INVESTMENTS:** Examine several of the key types of realty or real estate-related investment vehicles with consideration of important characteristics such as apparent risk, continuing financial requirements, continuing time and effort requirements, probable necessary holding periods, and liquidity.  
3. **REAL ESTATE MARKETS:** Learn about current topics and long-term trends relating to real estate markets, with an emphasis on California including the Bay Area. Local and micro-markets. Major factors that influence and change realty markets and valuations over time.  
4. **NEGOTIATIONS IN REAL ESTATE TRANSACTIONS:** Acquire knowledge about the typical negotiating process in the real estate sales transaction including current California law and practice. Some key elements of concern to the buyer and seller in the normal residential property purchase-sale transaction.  
5. **IMPORTANT LEGAL CONSIDERATIONS:** Learn some legal considerations relating to investment or real estate brokers, advisors, and owning and managing residential investment properties.
6. COURSE CONTENT:

Lecture Content:
This course will cover a good spectrum of Real Estate and Investments success-related topics selected from subjects like these:
- a. Some daily money management ideas for your financial success
- b. Saving for investing, without suffering malnutrition or going homeless
- c. Why are we saving and investing? What are our real goals, needs?
- d. Now versus later, learning the value of deferring some gratifications
- e. Saving and investing for large financial events (such as RE down payments, college tuition, etc.)
- f. Saving and investing for retirement as a special part of a financial plan
- g. Managing risks, using diversification where feasible
- h. The important roles of insurance to your investment plan and in managing risk
- i. Investing in Real Estate Investment Trusts, mutual funds ETF’s, stocks and other tradable securities
- j. Holding your investment costs down
- k. Liquidity considerations
- l. “Growth” versus “Value” styles of investing
- m. Investing in single family residential real estate
- n. Investing in multi-family residential real estate (apartments)
- o. Introduction to investing in commercial properties
- p. Some additional real estate-related investment ideas
- q. Property inspections to help manage risk
- r. Some important legal considerations of owning and operating real estate investment properties.
- s. Some ethical considerations
- t. Financing real estate investments (as differs from your residence loan)
- u. Introduction to some tax ideas relating to investment properties (as differs from your residence)
- v. Specialized mortgage products, reverse “mortgages” (for your residence) as a possible source of investing capital, etc.
- w. Finding some reliable sources of information

Items are selected for inclusion in each semester depending on their currency, importance, and resource availability, but in any given semester the majority of the above will be addressed.

7. REPRESENTATIVE METHODS OF INSTRUCTION:

Typical methods of instruction may include:
A. Lecture
B. Discussion
C. Guest Speakers
D. Other (Specify): Reading assignments to help students prepare for and/or reinforce course topics.
   Homework, which may include quizzes to help students identify any study needs and to reinforce their learning. Videos.

8. REPRESENTATIVE ASSIGNMENTS

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

Writing Assignments:
Homework, which may include quizzes, to help students identify any study needs and to reinforce their learning.

Reading Assignments:
Reading assignments from textbook and other supplemental materials to help students prepare for and/or reinforce course topics.

9. REPRESENTATIVE METHODS OF EVALUATION

Representative methods of evaluation may include:
A. Class Participation
B. Exams/Tests
C. Quizzes
D. Written examination

10. REPRESENTATIVE TEXT(S):

Possible textbooks include:
Origination Date: December 2015
Curriculum Committee Approval Date: April 2016
Effective Term: Fall 2016
Course Originator: Anne Figone