COLLEGE OF SAN MATEO

COURSE OUTLINE

COURSE TITLE: REAL ESTATE ECONOMICS

DEPT./NUMBER: R. E. 200

UNITS OF CREDIT: 3
LEC. HOURS/WEEK: 3
LAB. HOURS/WEEK: 0
COURSE LENGTH: SEMESTER

DEGREE APPLICABLE: YES

NON-DEGREE APPLICABLE: OTHER HOURS/WEEK:

1. CATALOG DESCRIPTION
Study of the economic aspects of real estate designed to provide a grasp of the dynamic economic conditions and related factors underlying the real estate business. (Meets the State requirements for the broker's examination and also the salesman's license renewal qualification.)

2. CLASS SCHEDULE DESCRIPTION (125 characters)
Economic aspects of real estate: grasp dynamic economic conditions/factors of the real estate business. Meets State requirements for broker's examination and also the salesman's license renewal qualification.

3. PREREQUISITES AND COMPETENCY LEVELS REQUIRED (Title 5 Plan, p. 19)
R. E. 100, R. E. 10$, 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 STUDY TIPS--BARON'S EDUCATIONAL SERIES
CALIFORNIA PATTERNS: -- ATLAS--MAYFIELD PUBLISHING CO.

STUDENT WORKBOOK IF/WHEN AVAILABLE.
STATE DEPARTMENT OF REAL ESTATE REFERENCE BOOK AND REAL ESTATE LAW

6. SUPPLIES NEEDED
TEXT, WORKBOOK IF/WHEN AVAILABLE, STATE DEPARTMENT MANUALS LISTED ABOVE,
BLACKBOARD WITH SUPPLIES OF CHALK, ETC.
OVERHEAD PROJECTOR.

7. SCOPE OF THE COURSE (Attach topical outline)

SEE ATTACHED OUTLINE

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.)

A schedule of text chapters, homework problem assignments, and examinations as enclosed. Sample copies of following also enclosed:
(1) Midterm examination, and (2) Final examination.

PREPARED BY:

Instructions on the reverse side . . .
4. **COURSE OBJECTIVES**

THE STUDENT WILL BE ABLE TO:

1. Apply the principles of Real Estate Economics to in-service work experiences in the real estate areas of economic applications.

2. Follow basic economic principles as they relate to the community, business, and industrial outlets.

3. Become exposed to the real estate economic marketplace so that reasonable analysis can be arrived at in relationship to current theories, the real estate cycle, consideration of money as a commodity in terms of practical applications.

4. Prepare professional reports with a sense of integrity which includes basing conclusions on fact and statistical data available during cyclical periods.

5. Determine concepts of highest and best use, price vs value, and relate these concepts to the range of investment markets.

6. Follow the established schools of economic thought which relate to classical vs present-day economics so that it is possible to relate these concepts to methods of data presentation.

7. Develop a serious sense of scientific integrity which is based on conclusions of fact and statistical research of properties being considered in an economic climate as well as to consider the human-biological-ecological implications of the actions and not merely the statistical and abstract facts.

5. **COURSE OUTLINE**

1. Introduction
2. Basic Economic Principles
3. Business and the Real Estate Cycles
4. Money, Credit, and Real Estate Activity
5. Regional and Community Economic Development
6. Community and Neighborhood Growth Patterns
7. Residential Real Estate Markets
8. Business and Rural Real Estate Markets
9. The Economic Impact of Real Property Taxes
10. The Land Use Controls
11. Real Estate Investments - Part I - Principles of Real Estate Investment Analysis and Income Tax Aspects
12. Real Estate Investments - Part II, How to Analyze Cash Flow and Compute Rate of Return
13. Applied Real Estate Economics
14. Challenge of the Future
15. Review of the Course
16. MIDTERM and FINAL EXAMINATIONS TO BE SCHEDULED AT APPROPRIATE TIME PERIODS.