1. **COURSE ID:** R.E. 215  
**TITLE:** Commercial and Investment Property  
**Semester Units/Hours:** 3.0 units; a minimum of 48.0 lecture hours/semester  
**Method of Grading:** Letter Grade Only  
**Recommended Preparation:**  
R.E. 100

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

3. **COURSE DESCRIPTIONS:**  
**Catalog Description:**  
For licensed real estate agents and brokers, financing officials, and investors. Emphasizes the process of selecting properties for investment, including analyzing income, operating expenses, and income tax implications. (Meets the State requirements for the salesperson’s and broker’s licenses.)

4. **STUDENT LEARNING OUTCOME(S) (SLO'S):**  
Upon successful completion of this course, a student will meet the following outcomes:  
1. Discuss different commercial/investment property types and identify "benchmark measures" particular to each property type.  
2. Understand and apply the tools necessary to identify a property's operational income and expenses in order to estimate the potential Net Operating Income.  
3. Apply the concepts of Investment evaluation through complex financial analysis by mastering the concepts of discounting cash flow, net present value, internal rate of return and financial management rate of return.  
4. Explain the tax impact of a Real Estate operation.

5. **SPECIFIC INSTRUCTIONAL OBJECTIVES:**  
Upon successful completion of this course, a student will be able to:  
1. Gain the ability to identify different commercial/investment property types and identify "benchmark measures" particular to each property type.  
2. Learn and apply tools necessary to identify a property's operational income and expenses in order to estimate the potential Net Operating Income.  
3. Apply the concepts of Investment evaluation through complex financial analysis mastering the concepts of discounting cash flow, net present value, internal rate of return and financial management rate of return.  
4. Have an understanding of the tax impact of Real Estate operation.

6. **COURSE CONTENT:**  
**Lecture Content:**  
1. Nature of the Real Estate Market: Advantages and disadvantages of being an investor.  
2. Forms of Ownership  
3. Feasibility Studies: Market and property analysis  
4. Financial Analysis of RE Investment  
5. Financing Mechanisms for RE Investors  
6. Tax implications of RE Investing  
7. Investing in Land: Types and issues  
8. Investing in Residential Property  
9. Investing in Office Building  
10. Investing in Strip Stores and Shopping Centers  
11. Investing in Industrial Properties  
12. Specialized RE Investing

7. **REPRESENTATIVE METHODS OF INSTRUCTION:**  
Typical methods of instruction may include:  
A. Lecture  
B. Activity  
C. Guest Speakers  
D. Field Trip  
E. Group Projects  
F. Individual Projects
D. Other (Specify): Videos Projects (group or individual)

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

Writing Assignments:
   Individual and Group Projects

Reading Assignments:
   Chapters assigned in required textbook for class.

9. REPRESENTATIVE METHODS OF EVALUATION
Representative methods of evaluation may include:
   A. Exams/Tests
   B. Projects
   C. Quizzes
   D. Mid-terms and final examination

10. REPRESENTATIVE TEXT(S):
Possible textbooks include:

   Origination Date: August 2010
   Curriculum Committee Approval Date: March 2014
   Effective Term: Fall 2014
   Course Originator: Anne Figone