



El Camino College  
COURSE OUTLINE OF RECORD – Official

<b>Subject:</b>	RE
<b>Course Number:</b>	501
<b>Descriptive Title:</b>	Real Estate License Exam Preparation Review Course 1
<b>Division:</b>	Business
<b>Department:</b>	Real Estate
<b>Course Disciplines:</b>	Real Estate
<b>Catalog Description:</b>	Students completing the real estate license exam preparation certificate of completion will have learned the concepts and skills required to successfully pass the state of California real estate license examination. The exam preparation will include a review of the key subjects covered in the college's real estate courses including fundamental information regarding practice of real estate with emphasis on real estate law, principles, practice, and other topics covered in the state licensure examination. Important preparation for those intending to take the California real estate salesperson's or broker's license examination.
<b>Prerequisite:</b>	
<b>Co-requisite:</b>	
<b>Recommended Preparation:</b>	RE11 and RE 13 OR equivalent coursework
<b>Enrollment Limitation:</b>	
<b>Hours Lecture (per week):</b>	6
<b>Hours Laboratory (per week):</b>	0
<b>Outside Study Hours:</b>	0
<b>Total Course Hours:</b>	6
<b>Course Units:</b>	0
<b>Grading Method:</b>	No Grade
<b>Credit Status:</b>	Non Credit
<b>Transfer CSU:</b>	No
<b>Effective Date:</b>	
<b>Transfer UC:</b>	No
<b>Effective Date:</b>	
<b>General Education ECC:</b>	
<b>Term:</b>	
<b>Other:</b>	
<b>CSU GE:</b>	
<b>Term:</b>	
<b>Other:</b>	

<b>IGETC:</b>	
<b>Term:</b>	
<b>Other:</b>	
<b>Student Learning Outcomes:</b>	<p><b>SLO #1 Exam Taking Strategies</b></p> <p>Students will develop test taking strategies such as how to plan to use the allotted exam time given efficiently and effectively, the ability to differentiate “best answers” on an exam with multiple correct answers, and the planning time to review the exam for missed or complex questions.</p> <p><b>SLO #2 Real Estate Exam Terminology</b></p> <p>Students will demonstrate comprehension of real estate terminology as found on the state examination, understanding real estate concepts and content found on the licensing examination including property ownership and land use controls and regulations, laws of agency and fiduciary duties, property valuation and financial analysis, financing, transfer of property, practice of real estate and disclosures, and contracts.</p> <p><b>SLO #3 Agent-Principal Concepts</b></p> <p>A general and fair understanding of the obligations between principal and agent, the principles of real estate and business ethics pertaining thereto; as well as of the provisions of the law relating to real estate as administered by the Real Estate Commissioner.</p>
<b>Course Objectives:</b>	<ol style="list-style-type: none"> <li>1. Test taking strategies found on state licensing examinations.</li> <li>2. Review of common real estate terminology found on the state licensing examination.</li> <li>3. An understanding of the principles of real estate and the effects of agency contracts, deposit receipts, deeds, deeds of trust, chattels, bill of sale, mortgages, and land contracts.</li> <li>4. Understanding of real estate as it pertains to business opportunities found on the state exam including principles of business acquisition, and land economics.</li> <li>5. Review of appraisal concepts found on the state licensing examination including appraisal terminology, property valuation, and legal descriptions.</li> </ol>
<b>Major Topics:</b>	<ol style="list-style-type: none"> <li>I. <b>Exam taking strategies (1 hour, lecture)</b> <ol style="list-style-type: none"> <li>A. Overcoming test anxiety.</li> <li>B. Structure of the state exam.</li> <li>C. Developing a systematic approach to difficult questions.</li> </ol> </li> <li>II. <b>Estates and Real Property Estates (1 hour, lecture)</b> <ol style="list-style-type: none"> <li>A. Freehold</li> <li>B. Life Estate</li> <li>C. Leasehold</li> </ol> </li> <li>III. <b>Property Ownership and Land Use Controls and Regulations (1 hour, lecture)</b> <ol style="list-style-type: none"> <li>A. Property Characteristics</li> <li>B. Encumbrances</li> <li>C. Public Controls</li> <li>D. Legal Descriptions</li> </ol> </li> <li>IV. <b>Laws of Agency and Fiduciary Duties (1 hour, lecture)</b> <ol style="list-style-type: none"> <li>A. Nature of Agency Relationships</li> <li>B. Creation of Agency Agreements</li> <li>C. Commission and Fees</li> </ol> </li> </ol>

	<p>V. <b>Property Valuation and Financial Analysis (0.5 hours, lecture)</b></p> <p>A. Valuation Methods and Approaches</p> <p>B. Income Property Methods</p> <p>C. Appraisal Methods</p> <p>VI. <b>Financing (0.5 hours, lecture)</b></p> <p>A. Government Programs</p> <p>B. Types of Loans</p> <p>C. Sources of Financing</p> <p>VII. <b>Transfer of Property (0.5 hours, lecture)</b></p> <p>A. Methods of Holding Title</p> <p>B. Deeds</p> <p>C. Escrow</p> <p>VIII. <b>Practice of Real Estate (0.5 hours, lecture)</b></p> <p>A. Trust Accounts</p> <p>B. Fair Housing Laws</p> <p>C. Truth in Advertising</p>
<b>Total Lecture Hours:</b>	6
<b>Total Laboratory Hours:</b>	0
<b>Total Hours:</b>	6
<b>Primary Method of Evaluation:</b>	2) Problem solving demonstrations (computational or non-computational)
<b>Typical Assignment Using Primary Method of Evaluation:</b>	A series of multiple choice questions similar to the ones used on the California state exam will be used to evaluate students.
<b>Critical Thinking Assignment 1:</b>	<p>A client hires a broker to buy a parcel of land for a specified sum on his behalf. The broker however purchases it for himself at a lower price and then sells it to his client at a higher price without revealing his costs.</p> <p>Using your understanding of real estate principles, is this an example of a secret profit, a divided agency, a smart dealing, a false promise, or any other violation of real estate fiduciary responsibilities of the broker?</p>
<b>Critical Thinking Assignment 2:</b>	<p>Based on your knowledge of general and specific liens, describe each of the following liens and whether they are classified as specific liens or general liens and why?</p> <p>A. An attachment</p> <p>B. Property Tax Lien</p> <p>C. Judgment</p> <p>D. Mechanics Lien</p>
<b>Other Evaluation Methods:</b>	Multiple Choice, Objective Exam, Other (specify)
<b>If Other:</b>	Practice Exams or Quizzes
<b>Instructional Methods:</b>	Lecture
<b>If other:</b>	

<b>Work Outside of Class:</b>	Other (specify)
<b>If Other:</b>	Pre-test assessment exam/questionnaire will be administered to form a baseline for each student to measure progress.
<b>Up-To-Date Representative Textbooks:</b>	
<b>Alternative Textbooks:</b>	
<b>Required Supplementary Readings:</b>	
<b>Other Required Materials:</b>	Instructor-provided exam review materials
<b>Requisite Category</b>	
<b>Requisite course:</b>	
<b>Requisite and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s).</b>	
<b>Requisite Skill:</b>	
<b>Requisite Skill and Matching skill(s): Bold the requisite skill(s). if applicable</b>	
<b>Requisite course:</b>	RE 11 and RE 13
<b>Requisite and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s).</b>	<p><b>Understanding of real estate principle concepts, real estate practice, ethics, agency relationships, laws of agency, methods of holding title, legal descriptions, and appraisal methods.</b></p> <p>RE 11 - List and explain the step-by-step process and the legal requirements involved in the issuance of various types of licenses by the California Bureau of Real Estate (BRE).</p> <p>RE 11 - Define common real estate terminology and recognize acronyms used in the industry.</p> <p>RE 13 - List and explain the step-by-step process necessary to close a residential real estate transaction.</p> <p>RE 13 - Define and explain real estate terminology widely used in the real estate sales.</p>

<b>Requisite Skill:</b>	
<b>Requisite Skill and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s). if applicable</b>	
<b>Enrollment Limitations and Category:</b>	
<b>Enrollment Limitations Impact:</b>	
<b>Course Created by:</b>	John Yeressian
<b>Date:</b>	02/09/2023
<b>Original Board Approval Date:</b>	12/18/2023 effective SP 2024