

# REAL ESTATE (RE)

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## RE 101 REAL ESTATE PRINCIPLES 3 UNITS

Grade Only  
Recommended Preparation: RDG 158 or equivalent or through the Southwestern College multiple measures placement processes; BUS 211 or BUS 212 or equivalent or through the Southwestern College multiple measures placement processes.

Lecture 3 hours  
Offered: ALL

Features an introductory course for the consumer or the career-minded individual. Focuses on real property laws pertaining to contracts, deeds, land titles, liens, escrow, leases, financing, land description, and brokerage. [D; CSU]

## RE 102 REAL ESTATE PRACTICE 3 UNITS

Grade Only  
Recommended Preparation: RDG 158 or equivalent or through the Southwestern College multiple measures placement processes; BUS 211 or BUS 212 or equivalent or through the Southwestern College multiple measures placement processes.

Prerequisite: RE 101 or equivalent.  
Lecture 3 hours  
Offered: FALL, SPRING

Focuses on practical day-to-day operations in real estate brokerage. Emphasizes listing procedures, comparative market analysis, computer skills, multiple listing service use, Internet research, effective advertising, sales techniques, financing, appraising, property management, leasing, and ethics. [D; CSU] (Note: Real Estate license is accepted in lieu of completion of RE 101.)

## RE 104 REAL ESTATE FINANCE 3 UNITS

Pass/No Pass or Grade is Allowed  
Prerequisite: RE 101 or equivalent.  
Lecture 3 hours  
Offered: FALL, SPRING

Develops a practical working knowledge of financing and mathematical formulas of real estate finance and appraisal for financing purposes. (Note: RE License is accepted in lieu of completion of RE 101.) [D; CSU]

## RE 106 LEGAL ASPECTS OF REAL ESTATE 3 UNITS

Pass/No Pass or Grade is Allowed  
Prerequisite: RE 101 or equivalent.  
Lecture 3 hours  
Offered: ALL

Covers California real estate law, including the more complex aspects of ownership, use, and transferability of real estate. (Note: Real estate license is accepted in lieu of completion of RE 101.) [D; CSU]

## RE 110 REAL ESTATE APPRAISAL 3 UNITS

Pass/No Pass or Grade is Allowed  
Recommended Preparation: RE 108 or equivalent.  
Prerequisite: RE 101 or equivalent.  
Lecture 3 hours

Offered: ALL  
Covers the principles and methods of appraisal as they may be used in listing or selling property, including establishing or interpreting appraisal information. [D; CSU]

## RE 299 INDEPENDENT STUDY 1-3 UNITS

Pass/No Pass or Grade is Allowed  
Limitation on Enrollment: Eligibility for independent study.  
Lecture 3 hours  
Offered: ALL

Individual study or research in some area of real estate of particular interest to the student and not included in regular courses of the college. [D; CSU]