

# REAL ESTATE

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## Certificate of Proficiency

Career/Technical (Major Code: A1022)

Prepares students to pass the California Real Estate exam.

## Program Student Learning Outcomes

Upon completion of the eight main courses for the Real Estate Basic Certificate, students will be able to:

- Explain how agency relationships affect a real estate licensee's disclosure requirements.
- Describe the relationship between a broker and his salesperson and explain how it is affected by California's real estate licensing laws.
- Demonstrate an ability to handle offers, including negotiating and making counteroffers.
- Describe the events that take place after a purchase and sales agreement is signed.
- Explain how underwriters use income to underwrite a loan.
- Differentiate between FHA, VA, and conventional loans.
- Describe the attributes of joint tenancy, including the right of survivorship.
- Explain how state and federal antidiscrimination laws impact real estate activities.
- Analyze the principles of supply and demand in relation to the real estate market and housing prices.
- Identify the differences between the political, social, and economic neighborhoods and how they affect property values.
- Compare and contrast the three different approaches to real estate appraisal and be able to explain which approach is best utilized for a particular property.
- Identify the steps in the appraisal process and the classical approaches to value.
- Differentiate between the various special management situations and disclosure forms in order to comply with state regulations.
- Identify the liability and risk management issues that are inherent in property management.
- Examine the operation and services provided by escrow and title insurance companies and explain these services to a buyer or seller.
- Calculate the proration rates for interest, fire insurance, and property taxes for both the buyers and sellers.

Code	Title	Units
<b>Program Requirements</b>		
RE 101	REAL ESTATE PRINCIPLES	3
RE 102	REAL ESTATE PRACTICE	3
Complete one of the following:		3-4
ACCT 101	PRINCIPLES OF ACCOUNTING I	
BUS 140	BUSINESS LAW/THE LEGAL ENVIRONMENT OF BUSINESS	
RE 104	REAL ESTATE FINANCE	
RE 106	LEGAL ASPECTS OF REAL ESTATE	
RE 110	REAL ESTATE APPRAISAL	
<b>Total Units</b>		<b>9-10</b>