

# REAL ESTATE (REAL)

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**REAL 78 3 units**  
**Real Estate Economics**  
**54 hours lecture**

Grading: letter grade.

This course covers trends and factors affecting the value of real estate, the nature and classification of real estate economics, the development of property, construction and subdivision, economic values and real estate evaluation, real estate cycles and business fluctuations, residential market trends, and real property trends. This course may be used as an elective course for persons seeking a California Real Estate Salesperson license and is a required course for persons seeking a California Real Estate Broker license.

Transferable to CSU Only

**REAL 80 3 units**  
**Real Estate Principles**  
**54 hours lecture**

Grading: letter grade.

This course covers the basic laws and principles of California real estate. This class also provides background and terminology for homeowners, landlords, tenants, persons preparing for advanced study in specialized real estate courses, and those preparing for real estate license exams. This course is one of three courses required for persons seeking a Real Estate Salesperson license and is an elective course for persons seeking a Real Estate Broker license.

Transferable to CSU Only

**REAL 81 3 units**  
**Real Estate Practice**  
**54 hours lecture**

Grading: letter grade.

Formerly REAL 81A. This course covers practices in real estate sales and brokerage, including prospecting, listing, advertising, financing, sales techniques, escrow, and ethics. This course is one of the required courses for those seeking a Real Estate Salesperson license or a Real Estate Broker license.

Transferable to CSU Only

**REAL 84 3 units**  
**Mortgage Brokering/Lending in California**  
**54 hours lecture**

Recommended Preparation: REAL 80.

Grading: letter grade.

This course covers an introduction to mortgage brokering operations and orients students toward a career in the field. Topics covered include types of loans, loan processing, lending regulations, underwriting, loan submission, quality control, understanding credit information, loan packaging, and loan documents.

Transferable to CSU Only

**REAL 85 3 units**  
**Real Estate Appraisal**  
**54 hours lecture**

Grading: letter grade.

This course covers principles and procedures of single-family, residential appraisal and report-writing. Successful completion is required for a California Real Estate Broker's license, satisfies up to 54 hours of the 150 hours required for a California Trainee or Residential Appraisal license, and can be used as an elective for a California Real Estate Salesperson's license. The course also provides 51 hours of continuing education credit for the California Appraisal license renewal.

Transferable to CSU Only

**REAL 86 3 units**  
**Advanced Real Estate Appraisal**  
**54 hours lecture, 18 hours laboratory**

Recommended Preparation: REAL 80 and REAL 85.

Grading: letter grade.

This course covers residential market analysis, highest and best use, site valuation, cost/sales comparison, income approaches to valuation, and appraisal report-writing for residential properties. It is part of the education requirement for the California OREA Trainee and Residential license and can be used as an elective for the California Real Estate Broker's license.

Transferable to CSU Only

**REAL 87 3 units**  
**Real Estate Finance**  
**54 hours lecture**

Grading: letter grade.

This course is an introduction and analysis of real estate financing and lending policies. The course also introduces students to problems that may arise in the areas of financing residential, apartment, commercial and special purpose properties. The methods of financing properties are emphasized.

Transferable to CSU Only

**REAL 92 3 units**  
**Escrows and Land Titles**  
**54 hours lecture**

Grading: letter grade.

Formerly REAL 92A. This competency-based course prepares students with skills for entry-level positions in an escrow office or to improve their knowledge in real estate. Focus is on understanding the escrow process and accurately completing necessary documents. This course may be used an elective course for persons applying for the California Real Estate Salesperson or Real Estate Broker license.

Transferable to CSU Only

**REAL 253 3 units**  
**Property Management**  
**54 hours lecture**

Grading: letter grade.

This course is a practical approach to the principles and practices of managing apartments and other income properties. Topics include leasing, owner and manager objectives, management plans, landlord-tenant law, evictions, prohibited discrimination, property maintenance; management office administration, and human relations. This course can be used as an elective course by persons applying for the Real Estate Salesperson's and Broker's licenses with the California Department of Real Estate.

**REAL 600 0 units**

**DRE Exam Preparation**

**54 hours lecture**

Recommended Preparation: REAL 80 and REAL 81.

Grading: non graded.

This course reviews all the material necessary to take the CA Department of Real Estate Salesperson's or Broker's Examination. Students learn the financial, economic, and political aspects of real estate practice in California. Regulations of the real estate business and licensing of real estate brokers and salespersons are discussed in detail. In addition, the license law, the subdivision law administered by the Real Estate Commissioner, the Regulations of the Commissioner, and extracts from other pertinent California codes, are presented.