

Real Estate

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Program Description

This program offers courses needed to qualify for the state of California salesperson license examination as well as for the broker's examination. A full range of real estate courses is offered including real estate finance, appraisals, etc. The courses are taught by qualified real estate professionals.

Certificate of Achievement and Associate in Science Degree

A Certificate of Achievement can be obtained by completing the 24-unit major. The Associate in Science degree can be obtained by completing 60 units, including the major, general education requirements, and electives. The major consists of 18 units selected from the courses listed below plus 6 units selected from the list of recommended electives which have been approved by the California Department of Real Estate. All courses for this major must be completed with a grade of C or better or a P if the course is taken on a Pass/No Pass basis.

Program Outcomes

Students who complete the Real Estate Certificate of Achievement / Associate Degree will be able to:

1. Analyze common real estate problems, apply appropriate solutions, and interpret outcomes.
2. Meet career preparation goals, as well as prepare for a state licensing exam.
3. Explain the process for making home purchase or sale decisions and completing real estate transactions.
4. Students will demonstrate mastery of program-specific concepts and skills. (e.g. understand theory and application in real estate finance, investments, property management and financial institutions).

| REQUIRED COURSES | Units |
|--|--------------|
| RE 164 * Real Estate Principles | 3 |
| RE 171 Real Estate Economics | 3 |
| OR | |
| ECON 001 Principles of Economics (Macroeconomics) | 3 |
| OR | |
| ECON 002 Principles of Economics (Microeconomics) | 3 |
| RE 172 Real Estate Practice | 3 |
| RE 173 Legal Aspects of Real Estate | 3 |
| RE 174 RE Finance | 3 |
| RE 175 Principles of Appraisal | 3 |
| Electives selected from the list of Recommended Electives | 6 |
| Total Units | 24 |

| Select 6 units from this list of Recommended Electives: | |
|--|---|
| ACCT 001 Principles of Accounting - Financial | 4 |
| BUS 018 Legal Environment of Business | 3 |
| RE 176 Advanced Residential Appraisal Practice | 3 |
| RE 177 Income Property Appraisal and Analysis | 3 |

This is a Gainful Employment Program. For additional information, please visit http://www.solano.edu/gainful_employment/ and select "Real Estate."

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RE 164 **3.0 Units**
Real Estate Principles

Course Advisory: SCC minimum English and Math standards. Study of the characteristics of real estate from physical, legal, and economic standpoints. Course material is designed to assist those preparing for the real estate salespersons and brokers license examination. *Three hours lecture.*

RE 171 **3.0 Units**
Real Estate Economics

Course Advisory: SCC minimum English and Math standards. Study of the economic aspects of real estate and their effects on real estate markets, urban growth and finance. Particular emphasis is made on governmental and agency controls on development of regional and local areas, past and future. *Three hours lecture.*

RE 172 **3.0 Units**
Real Estate Practice

Course Advisory: SCC minimum English and Math standards. A comprehensive study of the techniques used to successfully operate a real estate business. Includes office management administration, in-service training of associate licensees, legal and statutory compliance, and agency and other oversights. Designed for students needing course for continuing education as required by the Department of Real Estate. *Three hours lecture.*

RE 173 **3.0 Units**
Legal Aspect of Real Estate

Course Advisory: SCC minimum English and Math standards. Comprehensive study and analysis of California law as applied to the legal problems involved in real estate transactions. Includes contract, agency, and finance devices. *Three hours lecture.*

RE 174 **3.0 Units**
Real Estate Finance

Course Advisory: SCC minimum English and Math standards. Comprehensive study and analysis of money markets, interest rates, and financing as applied to real estate transactions. *Three hours lecture.*

RE 175 **3.0 Units**
Principles of Appraisal

Course Advisory: SCC minimum English and Math standards. Entry level appraisal course introducing students to basic appraisal principles, and the Uniform Standards of Professional Appraisal Practice. Content includes: Influences on value, legal considerations, economic principles, real estate markets and analysis, valuation process, property description, highest and best use analysis, appraisal statistics, sales comparison and cost approaches to value. *Three hours lecture.*

RE 176 **3.0 Units**
Advanced Residential Appraisal Practice

Prerequisite: RE 175. Course Advisory: SCC minimum English and Math standards. Advanced appraisal course covering the principles, procedures and techniques needed to appraise all types of residential properties up to four units. The contents include: Review of basic appraisal principles, use of all Federal National Mortgage Association (FNMA) forms, basic income and expense estimating, gross rent multipliers, appraisal ethics and the Uniform Standards of Professional Appraisal Practice (USPAP). Student will appraise a custom home, a condominium and a small income residential property. *Three hours lecture.*

RE 177 **3.0 Units**
Income Property Appraisal and Analysis

Prerequisite: RE 175. Advanced appraisal course covering the principles, procedures and techniques needed to appraise commercial property, including large apartment buildings. The course content will include review of basic appraisal principles, income and expense estimating, operating expense ratios, direct capitalization, cash flow estimates, measures of cash flow and discounted cash flow analysis. The use of financial calculator will be required. *Three hours lecture.*