

# REAL ESTATE (REAL)

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## **REAL 50 - Principles of Real Estate (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
Students are provided an overview of principles, definitions and problem-solving in the field of real estate in California. Provides consumer information. This course meets qualification requirement for California State Real Estate License Examinations. Portions of instruction may be offered online; may also be offered fully online.

*Advisory: Completion of or concurrent enrollment in ENGL 1A or ENGL 1AE*  
*Credit transferable: Transfers to CSU*  
*GE Credit: MPC E2 Career Exploration*

## **REAL 51 - Real Estate Practice (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
This course covers day-to-day operations in real estate brokerage. Topics include listing procedures, effective advertising, sales techniques, financing, appraising, property management, leasing. Course meets qualification requirement for California State Real Estate License Examinations. May be offered fully online.

*Advisory: Completion of or concurrent enrollment in ENGL 1A*  
*Credit transferable: Transfers to CSU*

## **REAL 52 - Legal Aspects of Real Estate (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
This course covers California real estate law: ownership, use, and transferability of real estate. The course meets the qualification requirement for the California State Real Estate License Examinations. Portions of instruction may be offered online; may also be offered fully online.

*Advisory: Completion of or concurrent enrollment in ENGL 1A or ENGL 1AE*  
*Credit transferable: Transfers to CSU*

## **REAL 53 - Real Estate Finance (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
Principles and practices basic to understanding the importance of financing to the real estate industry. Explores financing process. Includes finance calculations, appraisal, instruments, lenders, construction and residential lending, and investment financing. Meets qualification requirements for California State Real Estate License Examinations.

*Advisory: Completion of or concurrent enrollment in ENGL 1A*  
*Credit transferable: Transfers to CSU*

## **REAL 54 - Real Estate Economics (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
This course provides a basic knowledge of markets and growth of markets as they pertain to both residential and commercial real estate. It gives an appreciation of money markets, finance, and economic theories of land. It also shows how national and regional economic factors affect local real estate values. The course also meets a qualification requirement for the California State Real Estate License Examinations. Portions of instruction may be offered online; may also be offered fully online.

*Advisory: Completion of or concurrent enrollment in ENGL 1A or ENGL 1AE*  
*Credit transferable: Transfers to CSU*

## **REAL 56 - Real Estate Property Management (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
This course is designed to acquaint the students with the principles of effective management of real property, including commercial, residential, apartments, land, special facilities and other investments. Emphasis is placed on methods, techniques, and procedures to ensure cost effectiveness and financial security. May be offered fully online.

*Advisory: Completion of or concurrent enrollment in ENGL 1A*  
*Credit transferable: Transfers to CSU*

## **REAL 57A - Real Estate Appraisal I (3 units)**

*Letter Grade (LG) or Pass/No Pass (P/NP) • Total hours: 51 hours lecture*  
This course provides an introduction to Real Estate Appraisal principles and procedures. The course is primarily designed for students who wish to pursue Real Estate Appraisal as a career. However, the course is also intended to be of assistance to other real estate professionals with an interest in learning how appraisers develop an opinion of value. Moreover, the course is intended to be beneficial for community members with a general interest in the application of economic theory to help develop a reliable and informed opinion of value. The course partially meets qualification requirements for California State Real Estate and appraisal License Examinations. Portions of instruction may be offered online; may also be offered fully online.

*Advisory: Completion or concurrent enrollment in ENGL 1A or ENGL 1AE*  
*Credit transferable: Transfers to CSU*