

# AIS 030: REAL ESTATE PRINCIPLES

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## Changes saved but not submitted

### Originator

pstegeman

### Co-Contributor(s)

#### Name(s)

Richards, Michelle

### Justification / Rationale

Updated the catalog description to remove the content mentioning the Department of Real Estate licensing until we get course final approval by them.

### Effective Term

Fall 2023

### Credit Status

Credit - Degree Applicable

### Subject

AIS - Applications and Information Systems

### Course Number

030

### Full Course Title

Real Estate Principles

### Short Title

REAL ESTATE PRINCIPLES

### Discipline

#### Disciplines List

Real Estate

### Modality

Face-to-Face  
100% Online

### Catalog Description

The fundamental real estate course covering the basic laws and principles of California Real Estate. This course prepares students for a real estate office work environment. Professionals, consumers, and investors can use their learned skills to further their careers into the real estate industry.

### Schedule Description

Examination of the basic fundamentals of California real estate law, industry terminology and general principles necessary to work and be part of an office in the real estate industry.

### Lecture Units

3

### Lecture Semester Hours

54

### Lab Units

0

### In-class Hours

54

**Out-of-class Hours**

108

**Total Course Units**

3

**Total Semester Hours**

162

**Required Text and Other Instructional Materials****Resource Type**

Book

**Open Educational Resource**

No

**Author**

David L. Rockwell and Kathryn Haupt

**Title**

Principles of California Real Estate

**Edition**

18th

**City**

Bellevue, WA

**Publisher**

Rockwell Publishing

**Year**

2017

**College Level**

Yes

**ISBN #**

978-1939259790

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**Class Size Maximum**

32

**Course Content**

1. Orientation
  - a. Values, themes, methods and history of the real estate profession(s)
  - b. Realistic career objectives
2. Property
  - a. Real
  - b. Personal
3. Land Descriptions
4. Transferring Deeds
5. Titles and Forms of Ownership
  - a. Freehold
  - b. Less than freehold
  - c. Vesting
    - i. joint tenancy
    - ii. tenant in common
    - iii. sole and separate property

- iv. partnership
- v. corporations
- 6. Agency Relationships
  - a. Creation
  - b. Termination
  - c. Disclosure
- 7. Contracts
  - a. Expressed
  - b. Implied
  - c. Performance
  - d. Discharge
  - e. Deposit receipt
- 8. Landlord and Tenant
  - a. Leases
    - i. month to month
    - ii. fixed term
    - iii. percentage
    - iv. net
  - b. Property management
- 9. Financing
  - a. Instruments
    - i. note
    - ii. deed of trust
    - iii. installment agreements
  - b. Loan sources
    - i. public sector
    - ii. private sector
- 10. Appraisal Basics and Process
  - a. Definition of appraisal
  - b. Data
- 11. Taxation
  - a. Gains
  - b. Property
  - c. Special assessments
- 12. Licensing
  - a. Requirements
  - b. Salesperson
  - c. Broker

### Course Objectives

<b>Objectives</b>	
Objective 1	Summarize the history of real estate theory in California.
Objective 2	Identify the requirements of contracts in general.
Objective 3	Identify the features and responsibilities of the agency relationship.
Objective 4	Evaluate the principles, components, and regulations of basic real estate contracts and transactions.
Objective 5	Analyze documents associated with real estate transactions.
Objective 6	Analyze real estate relationships such as escrow proceedings, title insurance companies, landlord/tenant proceedings, property management, and similar allied factors.
Objective 7	Explain the major testing and other requirements to obtain a California State Real Estate License.

### Student Learning Outcomes

Upon satisfactory completion of this course, students will be able to:	
Outcome 1	Explain the basic laws and principles of California Real Estate.
Outcome 2	Describe concepts and procedures related to comparing various types of public restrictions on land, including land use controls, eminent domain, and taxation.
Outcome 3	Recognize the options of furthering a career in the real estate industry.

### Methods of Instruction

Method	Please provide a description or examples of how each instructional method will be used in this course.
Discussion	In class discussion and/or online Canvas discussions
Demonstration, Repetition/Practice	Practice performing multiple real estate research projects according to the class content
Technology-based instruction	Use of hardware and software according to objectives
Lecture	Presentation of topic in content

### Methods of Evaluation

Method	Please provide a description or examples of how each evaluation method will be used in this course.	Type of Assignment
Written homework	Short essay answers to critical thinking questions based on textbook readings	Out of Class Only
Student participation/contribution	Discussion questions	In Class Only
Mid-term and final evaluations	Two exams (Midterm and Final)	In and Out of Class
Presentations/student demonstration observations	One presentation with assigned topics where students perform research and present methodology to the class	In Class Only
Field/physical activity observations	One research report on a guided project. The topics required to research are a variety of "real-life" real estate conditions. They are looking for primary sources on the web and scholastic databases.	Out of Class Only

### Assignments

#### Other In-class Assignments

##### Critical Thinking:

Students have to correctly interpret a myriad of financial data, understand market conditions, and identify operating and personnel issues.

#### Other Out-of-class Assignments

##### Suggested Reading:

California Department of Real Estate Reference Manual and Real Estate Law. Selected publications of the California Department of Real Estate dealing with current trends in the field; selected articles in Real Estate Publications.

##### Required Writing:

Evaluative papers responding to problems outlined in the text, as well as occasional situational cases designed by the instructor to determine the students ability to analyze and provide solutions and/or suggested actions to overcome specific problems. These papers range from 1-3 pages.

##### Outside Assignments:

Activities may include textbook readings, review of lecture notes, and problem solving. It is common practice for the instructor to arrange appropriate Real Estate activities.

### Grade Methods

Letter Grade Only

## Distance Education Checklist

### Instructional Materials and Resources

**If you use any other technologies in addition to the college LMS, what other technologies will you use and how are you ensuring student data security?**

MLS (Multiple Listing Service) is the database real estate agents use to find whats available in the market. Students will use it to research home value, trends, neighborhoods, etc.

### Effective Student/Faculty Contact

**Which of the following methods of regular, timely, and effective student/faculty contact will be used in this course?**

#### Within Course Management System:

- Chat room/instant messaging
- Discussion forums with substantive instructor participation
- Online quizzes and examinations
- Private messages
- Regular virtual office hours
- Timely feedback and return of student work as specified in the syllabus
- Video or audio feedback
- Weekly announcements

#### External to Course Management System:

- Direct e-mail
- Synchronous audio/video
- Teleconferencing
- Telephone contact/voicemail

**Briefly discuss how the selected strategies above will be used to maintain Regular Effective Contact in the course.**

This class if online is being taught via Canvas. Instructors will use asynchronous text and video messages to interact with the students. Also, discussions boards, constant announcements will be used. Zoom virtual office hours with screen sharing and interaction capabilities will be available.

**If interacting with students outside the LMS, explain how additional interactions with students outside the LMS will enhance student learning.**

Canvas is used for external interaction as well.

## Other Information

### Comparable Transfer Course Information

#### University System

CSU

#### Campus

CSU San Bernardino

#### Course Number

FIN 3800

#### Course Title

Principles of Real Estate

#### Catalog Year

2019-2020

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#### University System

CSU

#### Campus

CSU Northridge

**Course Number**

RE 414

**Course Title**

Real Estate Principles

**Catalog Year**

2019-2020

**MIS Course Data****CIP Code**

52.1501 - Real Estate.

**TOP Code**

051100 - Real Estate

**SAM Code**

C - Clearly Occupational

**Basic Skills Status**

Not Basic Skills

**Prior College Level**

Not applicable

**Cooperative Work Experience**

Not a Coop Course

**Course Classification Status**

Credit Course

**Approved Special Class**

Not special class

**Noncredit Category**

Not Applicable, Credit Course

**Funding Agency Category**

Not Applicable

**Program Status**

Program Applicable

**Transfer Status**

Transferable to CSU only

**General Education Status**

Y = Not applicable

**Support Course Status**

N = Course is not a support course

**Allow Audit**

No

**Repeatability**

No

**Materials Fee**

No

**Additional Fees?**

No

**Files Uploaded**

**Attach relevant documents (example: Advisory Committee or Department Minutes)**

Real Estate\_Feb20.pdf  
AIS 030 2020-12-06.pdf

**Approvals****Curriculum Committee Approval Date**

10/15/2020

**Academic Senate Approval Date**

10/22/2020

**Board of Trustees Approval Date**

11/13/2020

**Chancellor's Office Approval Date**

12/06/2020

**Course Control Number**

CCC000620538

**Programs referencing this course**

Business Information Worker - Real Estate Specialist Certificate of Achievement (<http://catalog.collegeofthedesert.eduundefined/?key=336>)