

RED 010: INTRODUCTION TO REAL ESTATE PROFESSIONS

Originator

zbecker

Co-Contributor(s)**Name(s)**

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Justification / Rationale

Add distance education modality.

Effective Term

Fall 2020

Credit Status

Credit - Degree Applicable

Subject

RED - Real Estate Development

Course Number

010

Full Course Title

Introduction to Real Estate Professions

Short Title

INTRO REAL EST PROF

Discipline**Disciplines List**

Real Estate

ModalityFace-to-Face
100% Online
Hybrid**Catalog Description**

This course provides an overview of the entire career field of real estate including study relative to development, economics, financing, land, marketing, and law. Careers covered include lending officers and mortgage analysts, real estate appraisers, investment counselors, real estate brokers, land developers, property and asset, corporate real estate managers, engineers, architects, skilled contractors and others. This course also discusses terminology, the career ladder and entrepreneurial opportunities in this industry.

Schedule Description

This course provides an overview of the entire career field of real estate as well as terminology, career ladder and entrepreneurial opportunities in this industry. Advisory: RDG 061

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

Prerequisite Course(s)

Advisory: RDG 061

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

Book

Author

Ross, S. and J. Carberry

Title

The Inside Track to Careers in Real Estate

Publisher

Independent Publisher Group

Year

2006

College Level

Yes

Flesch-Kincaid Level

12.00

ISBN #

9780874209549

For Text greater than five years old, list rationale:

This textbook provides a low cost overview of available careers and will be supplemented by recent industry articles.

Class Size Maximum

26

Entrance Skills

Advisory skills:

Use various reading strategies to prepare, read and comprehend expository text.

Requisite Course Objectives

RDG 061-Use SQ3R /or SOAR along with outlining, note-taking, mapping summarizing and other strategies to prepare, read, comprehend expository text.

Entrance Skills

Read a variety of texts fluently.

Requisite Course ObjectivesRDG 061-Read a variety of texts fluently.

Entrance Skills

Write organized summaries reactions that capture main idea and supporting details.

Requisite Course Objectives

RDG 061-Write organized summaries reactions that capture main idea and supporting details.

Entrance Skills

Understand multiple word meanings, uses synonyms.

Requisite Course Objectives

RDG 061-Understand multiple word meanings, uses synonyms

Course Content

- a. Real estate developer
- b. Buying and rehab of houses and apartments
- c. Real estate agent
- d. Office manager
- e. Auctioneer
- f. Mortgage Banker
- g. Mortgage Broker
- h. Retail management
- i. Home inspector
- j. Relocation specialist
- k. Teaching, lecturing and training in real estate
- l. Property management
- m. Asset management
- n. Real estate counseling
- o. Urban and regional planner
- p. Commercial leasing and sales
- q. Real estate appraisal
- r. Writing and public relations
- s. Manufactured home sales

Course Objectives

	Objectives
Objective 1	Explain career descriptions
Objective 2	Describe advantage and disadvantage of each career path
Objective 3	Discuss social and economic impact of career choice
Objective 4	Discuss possible institutions for continuing education
Objective 5	Explain collaborative efforts between careers
Objective 6	Discuss advancement opportunities
Objective 7	Explain ethical issues in each career path
Objective 8	Identify current and possible trends

Student Learning Outcomes

	Upon satisfactory completion of this course, students will be able to:
Outcome 1	Compare the advantages and disadvantages of career paths in the real estate professions.
Outcome 2	Explain the social and economic impact of career choices in the real estate professions.
Outcome 3	Value ethical issues in each career path.

Methods of Instruction

Method	Please provide a description or examples of how each instructional method will be used in this course.
Participation	Class discussion and questions.
Lecture	Presentation of topic in context.
Discussion	Students participate in case studies relevant to the content of the course.
Technology-based instruction	Students evaluation real-life case studies of real estate career options.

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	Written analysis of case studies.	In Class Only
Student participation/contribution	Participation during in-class exercises.Participation during office and site visits.	In and Out of Class
Mid-term and final evaluations	Comprehensive examinations covering the material presented in class.	In Class Only
Group activity participation/observation	Students observe real-life real estate situations and careers and discuss the advantages, disadvantages and opportunities.	In and Out of Class
Self-paced testing	Students complete textbook readings and assignments.	Out of Class Only
Reading reports	Students submit written analysis of current event articles used to supplement the textbook.	In and Out of Class

Assignments

Other In-class Assignments

1. Individual projects
2. Small group projects
3. Short response papers

Other Out-of-class Assignments

1. Vocabulary terms
2. Short response papers

Grade Methods

Letter Grade Only

Distance Education Checklist

Include the percentage of online and on-campus instruction you anticipate.

Instructional Materials and Resources

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:

Timely feedback and return of student work as specified in the syllabus
 Discussion forums with substantive instructor participation
 Regular virtual office hours
 Online quizzes and examinations
 Weekly announcements

External to Course Management System:

Direct e-mail

Listservs

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

Timely feedback and return of student's work as described in the syllabus.

Discussion forums with substantive instructor participation.

Regular virtual office hours.

Online quizzes and examinations.

Weekly announcements.

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

Direct e-mail to ensure students are aware of assignments and grades.

Other Information

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

Not applicable

Support Course Status

Course is not a support course

Allow Audit

No

Repeatability

No

Materials Fee

No

Additional Fees?

No

Approvals**Curriculum Committee Approval Date**

3/3/2020

Academic Senate Approval Date

3/12/2020

Board of Trustees Approval Date

5/15/2020

Course Control Number

CCC000513233

Programs referencing this courseReal Estate Development Certificate of Achievement (<http://catalog.collegeofthedesert.eduundefined?key=102/>)Real Estate Development Certificate of Achievement (<http://catalog.collegeofthedesert.eduundefined?key=103/>)