

Real Estate

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DEGREE	A.A.—Real Estate
CERTIFICATES	Real Estate Broker Real Estate Sales

Folsom Lake College offers, in addition to a Real Estate AA Degree, a variety of courses available which satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

Career Options Real Estate Agent; Real Estate Broker; Real Estate Appraiser <i>Some career options may require more than two years of college study.</i>	Highlights Instruction by trained, working real estate professionals Preparation for State of California real estate license examinations Training in one of the most lucrative careers in today's world A lab with tutorial assistance
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APPLICANTS FOR THE REAL ESTATE SALESPERSON EXAM

To qualify to take an examination for a Real Estate Salesperson License, an applicant must submit evidence (transcripts) of having completed a college-level course in **Real Estate Principles**.

In addition to **Real Estate Principles** the applicant must also (*either when qualifying for the examination, when applying for the original license or within eighteen months after license issuance*) submit evidence of having completed TWO additional basic real estate courses from the following FLC course offerings (*it is recommended that Real Estate Practice be one of the courses selected*).

- Accounting 301 (1A)
- Business Law 340 (18A)
- Introduction to Escrow Procedures
- Legal Aspects of Real Estate
- Real Property Management
- Real Estate Appraisal
- Real Estate Economics
- Real Estate Finance
- Real Estate Practice

APPLICANTS FOR THE REAL ESTATE BROKER EXAMINATION

An applicant for the Broker examination must have completed *eight* college-level courses, in addition to the experience/educational requirements. These eight courses *should* include the following FLC course offerings:

- Real Estate Principles
- Real Estate Practice
- Legal Aspects of Real Estate
- Real Estate Finance
- Real Estate Appraisal
- Real Estate Economics or Accounting 301 (1A)
- and two courses from the following group: *
 - Business Law 340 (18A)
 - Real Property Management
 - Introduction to Escrow Procedures
 - Advanced Appraisal

* If applicant completes both Accounting and Real Estate Economics, only one additional course is required.

DEGREE

A.A.—Real Estate

REQUIRED PROGRAM	Units
Business Core:	
ACCT 301 (1A) Financial Accounting	4
BUS 310 (8) Business Communication	3
BUS 330 (15) Managing Diversity in the Workplace	3
BUS 340 (18A) Business Law	3
BUS 300 (20) Introduction to Business	3
BUSTEC 302 (41) Computer Keyboarding	2
MKT 300 (20) Principles of Marketing	3
CISC 310 (CIS 3) Intro to Computer Information Science	or
Three (3) units to include:	3
CISC 300(CIS 1) Computer Familiarization - (1 unit) and	
Two (2) additional units selected from:	
CISA 300(CIS 11A), CISA 350 (CIS 12A), CISA 320 (13A),	
CISC 320 (14A), CISA 340 (15A), CISC 350 (CIS 16A),	
CISA 330 (17A), CISA 350 (18A)	
Plus three (3) units selected from the following:	
ECON 302 (1A) Principles of Macroeconomics	or
ECON 320 (14)/BUS 320 (14) Concepts of Personal Finance	
or ECON 100 (55) Introduction to Economics	3
Real Estate Option:	
RE 300 (19) Principles of Real Estate	3
RE 110 (81) Legal Aspects of Real Estate	3
RE 120 (82) Real Estate Practice	3
RE 130 (83) Real Estate Finance	3
RE 140 (84) Real Estate Appraisal	3
RE 190 (95) Real Property Management	3
TOTAL UNITS REQUIRED	45

Suggested Electives:

MKT 310 (22); MGMT 362 (24);
RE 150 (85), 160 (86), 161 (87), 141 (94).

CERTIFICATE

Real Estate Broker

REQUIRED PROGRAM	Units
RE 300 (19) Principles of Real Estate	3
RE 110 (81) Legal Aspects	3
RE 120 (82) Real Estate Practice	3
RE 130 (83) Real Estate Financing	3
RE 140 (84) Real Estate Appraisal	3
RE 150 (85) Real Estate Economics	or
ACCT 301 (1A) Financial Accounting	3-4
RE 190 (95) Real Property Management	3
Plus three (3) units selected from the following:	3
RE 160 (86), 161 (87), 141 (94); BUS 340 (18A)	
TOTAL UNITS REQUIRED	24-25

CERTIFICATE

Real Estate Sales

REQUIRED PROGRAM	Units
RE 300 (19) Principles of Real Estate	3
RE 120 (82) Real Estate Practice	3
Plus three (3) units selected from:	3
RE 110 (81), 130 (83), 140 (84) or 190 (95)	
TOTAL UNITS REQUIRED	9

Real Estate (RE)

RE110

Legal Aspects of Real Estate

3 Units

Formerly: RE 81

Prerequisite: None

Hours: 54 hours LEC

This course is a study of California real estate laws. Topics include: the sources of law and the judicial system; agency; duties and responsibilities of licensees; contracts and their application to real estate; property ownership and management; real estate security devices; property rights, liens and homesteads; landlord-tenant law, land use controls, and title insurance and escrow. Successful completion of this course applies towards the education requirements for the broker's examination.

RE 120

Real Estate Practice

3 Units

Formerly: RE 82

Prerequisite: None

Hours: 54 hours LEC

This course covers practices and techniques of residential real estate brokerage and sales. Topics will include ethics, fair housing agency, goal setting, prospecting, listing, advertising, escrow procedures, financing, taxation, marketing, property management, leasing and business opportunities. Successful completion of this course applies toward California Department of Real Estate Education requirement for the broker's examination.

RE 130

Real Estate Finance

3 Units

Formerly: RE 83

Prerequisite: None

Hours: 54 hours LEC

This course is an analysis of real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial, and special purpose properties. Methods of financing properties are emphasized. Successful completion of the course applies toward the educational requirements for the Broker's Examination.

RE 140

Real Estate Appraisal

3 Units

Formerly: RE 84

Prerequisite: None

Hours: 54 hours LEC

This course covers the purposes of appraisals and the appraisal process. Topics will also include the different approaches, methods and techniques used to determine the value of various types of property with emphasis on residential single-family properties. Successful completion of this course applies toward the educational requirement for the Real Estate Broker's license, and Licensed and General Appraisers' license.

**RE 141
Advanced Appraisal 3 Units**

Formerly: RE 94

Prerequisite: RE 140. Grade of "C" or better required to meet prerequisite.

Hours: 54 hours LEC

This course discusses advanced appraisal concepts with an emphasis on market and income analysis, capitalization techniques, rate derivation, compound interest tables, cost and sales comparison approaches; and the appraisal of specific income properties such as apartments, office buildings, shopping centers and industrial properties.

**RE 150
Real Estate Economics 3 Units**

Formerly: RE 85

Prerequisite: None

Hours: 54 hours LEC

This course covers nature and classification of real estate and real estate investments, economic development of real property, real estate cycles and market trends. Governmental and private sector influence on the economics of real estate is covered. It is recommended that this course be taken last in the real estate course series.

**RE 160
Introduction to Escrow Procedures
3 Units**

Formerly: RE 86

Prerequisite: None

Hours: 54 hours LEC

This course covers the functions and responsibilities of the escrow holder, including actual preparation of escrow instructions and documents in a typical real estate transaction. Audit, disbursement, the issuance of closing statements and analysis of title insurance policies are also covered.

**RE 161
Advanced Escrow Procedures
3 Units**

Formerly: RE 87

Prerequisite: RE 160. Grade of "C" or better required to meet prerequisite.

Hours: 54 hours LEC

This course covers unusual and difficult types of escrow, including the evaluation of possible solutions with emphasis on real estate loans, financing instruments and exchanges.

**RE 190
Real Property Management
3 Units**

Formerly: RE 95

Prerequisite: None

Hours: 54 hours LEC

This course covers the day-to-day operation and management of real property. Topics will include: marketing procedures, leases, maintenance, accounting and economics, recordkeeping, management forms, legal requirement, laws, human relations, employer responsibilities and management.

**RE 295
Independent Studies in Real Estate
1-3 Units**

Formerly: RE 99I

Prerequisite: None

Hours: Variable

*See Catalog under Alternative Credit/
Study Options*

**RE 299
Experimental Offering in Real
Estate .5-4 Units**

Formerly: RE 99

Prerequisite: None

Hours: Variable

*See Catalog under Alternative Credit/
Study Options*

**RE 300
California Principles of Real Estate
3 Units**

Formerly: RE 19

Prerequisite: None

Course Transferable to CSU

Hours: 54 hours LEC

This fundamental real estate course covers the basic laws and principles of California real estate, giving understanding, background, and terminology necessary for advanced study in specialized courses. This course is required by the California Department of Real Estate prior to taking the real estate salesperson's examination.

**RE 495
Independent Studies in Real Estate
1-3 Units**

Formerly: RE 49I

Prerequisite: None

Course Transferable to CSU

Hours: Variable

*See Catalog under Alternative Credit/
Study Options*

**RE 499
Experimental Offering in Real
Estate .5-4 Units**

Formerly: RE 49

Prerequisite: None

Course Transferable to CSU

Hours: Variable

*See Catalog under Alternative Credit/
Study Options*