

Real Estate

The Curriculum

The real estate curriculum includes courses in a broad range of business, real estate, and finance-related areas. Students learn the principles, techniques, and problems related to the transfer of real property, personal property, businesses, and franchises. Methods of appraising and financing these properties are discussed in depth. Completion of the program's basic coursework provides students with a number of marketable skills as well as transferable lower-division credit that may be applied toward a baccalaureate degree in business-related areas. In addition, courses may be taken to satisfy the requirements for the Associate in Science degree or the Occupational Certificate in Real Estate. All persons desiring a California Real Estate License are required to complete Real Estate 170, Real Estate Principles, prior to sitting for the examination. After passing the examination, licensees must complete two additional three-unit approved real estate courses within eighteen months or face automatic license suspension.

The Associate Degree/Occupational Certificate Major

The core curriculum of the real estate program will provide students with the coursework necessary to sit for the California Real Estate Broker's Examination. In addition, individual courses in such areas as appraisal, property management, and real estate finance will provide students with entry-level skills in these areas. Numerous career opportunities exist for all students in the program, both those who take individual courses and those who complete the coursework for the major. Courses are offered primarily during evening and weekend hours to allow individuals with family and employment commitments the opportunity to study for a new or re-entry career.

If you intend to transfer:

Courses that fulfill major requirements for an associate degree at Irvine Valley College may not be the same as those required for completing the major at a transfer institution offering a baccalaureate degree. If you plan to transfer to a four-year college or university, you should (1) refer to the transfer section of this catalog, (2) consult the catalog of your prospective transfer institution (see the IVC Transfer Center for assistance), and (3) schedule an appointment with an IVC counselor to develop a plan of study before you begin your program. In addition, it may be helpful to meet with the appropriate department faculty at IVC.

If you plan to complete an associate degree or occupational certificate:

You must complete the following set of courses to fulfill the requirement for the Occupational Certificate or the Associate in Science (A.S.) degree major. For the A.S. degree, you must also meet the general education requirements listed on page 21. Refer to page 16 for additional options for fulfilling the major requirement for the A.S. degree.

REAL ESTATE MAJOR

(A.S. Degree or Occupational Certificate)

<i>Complete the following courses:</i>		<i>Units</i>
CIM 104.1A	DOS for Technical Support Professionals	2
MGT 12A	The Legal Environment of Business	3
RE 170	Real Estate Principles	3
RE 172	Real Estate Practice	3
RRE 174A	Legal Aspects of Real Estate I	3
RE 175	Real Estate Finance	3
RE 176A	Real Estate Appraisal I	3
<i>Complete one of the following courses:</i>		
ACCT 1A	Financial Accounting	(4)
ACCT 215	General Accounting	(3)
RE 178	Real Estate Economics	(3)
Total units:		23-24

Recommended electives: *CIM 100A, 100B; CWE168; ECON 1, 2; MGT 1, 104, 110, 120, 125, 135; RE 176B, 190, 195.*

Real Estate Courses

RE 170 3 units

REAL ESTATE PRINCIPLES

This course is the fundamental real estate course covering the basic laws and principles of California real estate. The course provides students with the understanding, background, and terminology they will need to pursue advanced study in specialized courses. The course is required of those preparing for the real estate salesman license examinations, and it applies toward the state's elective educational requirements for the broker's examination. NR

Lecture hours: 3

RE 172 3 units

REAL ESTATE PRACTICE

Recom: RE 170. This course reviews the day-to-day operations in real estate roles and brokerages, including listing, prospecting, advertising, financing, sales techniques, escrow, and ethics. The course applies toward the state's educational requirements for the broker's examination, and it is required of all new real estate brokers. NR

Lecture hours: 3

RE 174A 3 units

LEGAL ASPECTS OF REAL ESTATE I

Recom: RE 170. This course studies California real estate law, including rights incident to property ownership and management, agency, and contracts. It also includes application to real estate transfer, conveyancing, probate proceedings, trust deeds, and foreclosure, as well as recent legislation governing real estate transactions. The course applies toward the state's educational requirements for the broker's examination. NR

Lecture hours: 3

RE 175 3 units

REAL ESTATE FINANCE

Recom: RE 170. Real Estate 175 analyzes real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial, and special purpose properties. Methods of financing properties are discussed. The course applies toward the state's educational requirements for the broker's examination. NR

Lecture hours: 3

RE 176A 3 units

REAL ESTATE APPRAISAL I

Recom: RE 170. This is an introductory course covering the purposes of appraisals, the appraisal process, and the different approaches, methods, and techniques used to determine the value of various types of property. Course focus will be on residential and single-unit property. The course applies toward the state's educational requirements for the broker's examination. NR

Lecture hours: 3

RE 176B 3 units

REAL ESTATE APPRAISAL II

Recom: RE 176A. This advanced course in appraisal focuses on investment property appraisal. It includes the appraisal of apartment-type properties, commercial, industrial, land, subdivision, lease interests, operating business, and other special types of properties. Concepts of loan appraisal and various methods of appraisal are delineated and are included in a student project. The course meets the California Department of Real Estate's elective requirements for the licensing examination. NR

Lecture hours: 3

RE 178 3 units

REAL ESTATE ECONOMICS

Recom: RE 170. This course deals with those trends and factors which affect the value of real estate; the nature and classification of land economics; the development of property, construction, and subdivisions; economic values fluctuations; residential market trends; real property; and special purpose property trends. The course applies toward the state's educational requirements for the broker's examination. NR

Lecture hours: 3

RE 189 0.5-5 units

SPECIAL TOPICS IN REAL ESTATE

The Special Topics course is a grouping of short seminars designed to provide students with the latest concepts in the field of real estate. The course content is thematic in nature, and each seminar topic within the course differs from other offerings in the same course. R-E

Lecture hours: 0.5-5 Lab hours: 0.5-5

RE 190 3 units

Escrow I

Recom: RE 170. As a college course, Escrow I is limited to providing the student with the primary information about escrow. Upon its completion, the student will not be qualified as an escrow officer but will have been exposed to the terminology, documentation, related service fields, and fiduciary and ethical responsibilities involved in escrow. The student will learn how to open, execute, and close a simple escrow. This course applies toward the state's elective educational requirements for the broker's examination. NR

Lecture hours: 3

RE 195 3 units

PROPERTY MANAGEMENT I

This course covers the professional management of investment properties such as multi-family, commercial, and industrial properties. Course accent is on the current marketing, accounting, and maintenance procedures used by professional management firms. It is intended for the property owner or the real estate practitioner who wishes to specialize in property management. This course applies toward the state's elective educational requirements for the broker's examination. NR

Lecture hours: 3

RE 250 1 unit

REAL ESTATE SALESMAN'S LICENSE PREPARATION

The Real Estate Salesman's License Preparation course gives the student fundamental and basic information regarding the practice of real estate. Particular emphasis is placed upon real estate law and its influence upon the state examination. This course will assist those preparing specifically for the real estate salesman's license examination. NR

Lecture hours: 1