

# REAL ESTATE (REST)

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## **REST 098 Directed Study in Real Estate 0.5-9 Units**

Individual or small groups of students who would benefit from Independent Study under the direction of faculty members in specific or related disciplines may develop individualized learning contracts designed to enhance their individual instructional programs. Student must identify with the faculty member objectives for learning. Student must complete the written objectives, readings, writings, research, portfolio, and/or papers to meet the objective. Instructions and the Learning Contract forms are available in the Division Office. Repeatable to maximum of 9 units.

Lecture Hours: 2.07 Lab Hours: None Repeatable: Yes Grading: O  
Prerequisite: REST 122 and REST 125, with a C or better  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

## **REST 122 Principles of Real Estate 3 Units**

Students will explore the fundamental elements of real estate including real property characteristics, ownership, legal aspects, and the business of real estate. Class discussions will include a closer examination of the appropriate methods of co-ownership, the relationship between a broker and his salesperson, California real estate licensing laws, and real estate contracts. Students will solve various problems dealing with the business of real estate. This is a required course for the California Real Estate Salesperson license, an elective for the California Real Estate Broker license, and prepares students to take the state licensing exams.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: O  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

## **REST 123 Real Estate Appraisal 3 Units**

Students will learn the fundamental principles and procedures in appraising real property. They will examine and apply highest and best use analysis, the cost, sales comparison, and income approaches to value, and reconciliation of value indicators to valuation problems involving different property types with a primary focus on residential property. This is a required course for the California Real Estate Broker license and an elective for the California Real Estate Salesperson license.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: K  
Advisory Level: Read: 3 Write: 3 Math: 2 Recommended: REST-122  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

## **REST 124 Legal Aspects of Real Estate 3 Units**

Students will examine the legal system, laws, and regulations as they apply to real property interests, the real estate profession, real estate transactions, and land use. Topics will include a review and critique of cases involving dispute resolution, protecting rights of possession and use, professional conduct of licensees, deeds and contracts, discriminatory practices, common interest developments and homeowners associations, and land use restrictions and environmental issues. This is a required course for the California Real Estate Broker license, an elective for the California Real Estate Salesperson license, and is designed to help prepare students for the California Real Estate Broker exam.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: L  
Prerequisite: REST 122 with C or better.  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

## **REST 125 Real Estate Practice 3 Units**

Students will study the operational aspects of agents engaged in the real estate business. Topics include, getting started in the business with respect to broker business models, regulatory requirements, and legal issues. Students will explore the various duties of an agent with emphasis on dual agency relationships. Students examine the marketing and sales cycle, transaction fulfillment process including listing, valuing, and marketing properties. This course also covers due diligence, contract negotiations, and the escrow process through closing. Tax issues, property management and leasing will also be covered. This is a required course for both the California Real Estate Salesperson and Real Estate Broker licenses.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: L  
Recommended: REST 122, previous or concurrent  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

## **REST 126 Real Estate Finance 3 Units**

Students will gain an overview of the residential finance system, including federal policy controls, the mortgage markets, and their relative influence on mortgage interest rates. Students will explore the essential elements of finance instruments and different loan programs with an examination of the internal structure of adjustable rate mortgages. Students will evaluate different scenarios for borrower loan qualifications based on current lending process and regulatory requirements involved in financing. Students will also study seller financing alternatives and mortgage default remedies. This is a required course for the California Real Estate Brokers license and an elective for the California Real Estate Salesperson license.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: L  
Recommended: REST 122, previous or concurrent  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

**REST 127 Real Estate Property Management 3 Units**

Students will study the operational and legal aspects of real estate property management including business operations, marketing, leasing, tenant relations, and the physical and financial management of income producing properties. Students will examine the differences between the leasing and management of residential property and commercial office and retail properties. This course is an elective for both the California Real Estate Salesperson and California Real Estate Broker licenses.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: L  
Recommended: REST 122, previous or concurrent  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

**REST 128 Real Estate Economics 3 Units**

Students will study real estate using two major branches of economics: urban economics and financial economics. Students will examine and analyze the real property space and asset markets, including residential and commercial property, with a special emphasis on the investment attributes and analysis of income producing property. This course is an elective for both the California Real Estate Broker and California Real Estate Salesperson licenses.

Lecture Hours: 3 Lab Hours: None Repeatable: No Grading: L  
Prerequisite: REST 122 with C or better.  
Recommended: Students should be proficient with a financial calculator and proficient with Excel spreadsheet software.  
Advisory Level: Read: 3 Write: 3 Math: 2  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.

**REST 138 Work Experience 1-8 Units**

Work Experience is designed for students who work or volunteer in a field related to their career major. Students are required to provide evidence that they are enrolled in a career program (e.g., education plan or coursework in a career/technical subject area). Students can earn one unit of credit for each 60 hours of unpaid volunteer time or 75 hours of paid work during the semester. Students can repeat Career/Technical Work Experience, combined with General Work Experience, or alone, up to a maximum of 16 units. Internship/job placement is not guaranteed.

Lecture Hours: None Lab Hours: 2.07 Repeatable: Yes Grading: O  
Advisory Level: Read: 3 Write: 3 Math: None Corequisite: Be employed or a volunteer at an approved work-site for the minimum number of hours per unit as stipulated for paid and unpaid status.  
Transfer Status: CSU Degree Applicable: AA/AS  
For General Education (GE) information, please refer to assist.org (<https://assist.org>) or consult a counselor.