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
CSU GE: None  IGETC: None  District GE: None

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
CSU GE: None  IGETC: None  District GE: None

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
Recommended: REST 122
Advisory Level: Read: 3  Write: 3  Math: 2
Transfer Status: CSU  Degree Applicable: AA/AS
CSU GE: None  IGETC: None  District GE: None

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
CSU GE: None  IGETC: None  District GE: None

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
CSU GE: None  IGETC: None  District GE: None

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
CSU GE: None  IGETC: None  District GE: None
Real Estate (REST)

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
CSU GE: None  IGETC: None  District GE: None

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
CSU GE: None  IGETC: None  District GE: None

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
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.
Advisory Level: Read: 3 Write: 3 Math: None
Transfer Status: CSU  Degree Applicable: AA/AS
CSU GE: None  IGETC: None  District GE: None