

REAL ESTATE

James Weckler, Division Dean

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<http://www.cabrillo.edu/programs>

RE 140 **Mortgage Loan Brokering and Lending**

3 units; 3 hours Lecture

Recommended Preparation: RE 150 and BUS 18; Eligibility for ENGL 100 or ESL 100 and READ 100.

Repeatability: May be taken a total of 1 time.

Teaches the use of principles and operations of the mortgage loan brokering industry and lending procedures. The emphasis is on the lending regulations and rules for residential property. The course will examine consumer lending, mortgage plans and procedures, mortgage loan processing, the role of a loan officer in establishing credit, obtaining and checking information, and servicing loans.

Transfer Credit: Non-transferable.

RE 150 **Real Estate Principles**

3 units; 3 hours Lecture

Recommended Preparation: Eligibility for ENGL 100 or ESL 100 and READ 100.

Repeatability: May be taken a total of 1 time.

Teaches the fundamentals of the real estate field, practice and procedures in California. Subjects covered will be real estate licensing procedures, use of real estate forms, best practices in selling and buying real estate, and general aspects of real property ownership in California. Satisfies Salesperson's license requirement and elective credit for Broker's license. May be offered in a Distance-Learning Format.

Transfer Credit: Non-transferable.

RE 152 **Real Estate Practice**

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent skills.

Recommended Preparation: Eligibility for ENGL 100 or ESL 100 and READ 100.

Repeatability: May be taken a total of 1 time.

Surveys the practical, day-to-day aspects of California real estate practice: clients and customers, pricing property, California regulations and Federal Fair Housing laws, listing and purchase agreements, offers and counteroffers, guiding the transaction through closing. A Calif. Dept. of Real Estate required course for Salesperson or Broker license. May be offered in a Distance-Learning Format.

Transfer Credit: Non-transferable.

RE 153 **Real Estate Finance**

3 units; 3 hours Lecture

Prerequisite: RE 150 or equivalent skills.

Recommended Preparation: Eligibility for ENGL 100 or ESL 100 and READ 100.

Repeatability: May be taken a total of 1 time.

Presents practical applied study and analysis of money markets, interest rates and real estate financing. Actual case illustrations demonstrate lending policies, problems, and rules involved in financing real property, focusing mainly on residential property.

Transfer Credit: Non-transferable.