

REAL ESTATE

James Weckler, Division Dean
Division Office, Room 301
Mo Hassan, Department Chair, (831) 477-3201
Aptos Counseling: (831) 479-6274 for appointment
Watsonville Counseling: (831) 786-4734
Call (831) 479-6478 for more information
<http://www.cabrillo.edu/programs>

RE 150 Real Estate Principles

3 units; 3 hours Lecture

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.

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.

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.