

**DE ANZA COLLEGE
BUSINESS DIVISION**

SAM KIAMANESH Telephone: (650) 948-7200 Fax: (650) 948-7220 Email: kiamaneshsam@fhda.edu	Quarter: Summer 2015 Day: Monday and Wednesday Time: 6:00 p.m. – 9:50 p.m. Units: Four (4) Location: FORUM 4
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1. CATALOG DESCRIPTION

REST 50: Real Estate Principals

Fundamental principles of real estate: economics, law, working concepts, forms and terminology. Successful completion of the course provides eligibility to take the California Real Estate Salesperson examination.

2. STRATEGIC LEARNING OUTCOMES

Demonstrate a knowledge of how real property is described, acquired, appraised, financed, encumbered and leased and how title to real property is held in California. Evaluate factually simple real estate contract issues from a buyer's, seller's and real estate agent's perspective. Identify and evaluate ethical issues in a California real estate context.

3. PREREQUISITE COURSES

There are no prerequisites for this course. Advisory: English Writing 211 and Reading 211 (or Language Arts 211), or English as a Second Language 272 and 273; Mathematics 210 or equivalent.

4. TEXT

Mandatory Textbook: Rockwell Publishing, Principals of California Real Estate, 17th Ed.
ISBN: 978-1-939259-60-8

5. METHODS AND TECHNIQUES

The lecture method will be used, along with in-class problem solving and group discussions. Student questions, comments and participation are highly encouraged.

6. GRADING

The Midterm Exam will be given on the 6th class and is worth 50 points. The Final Exam will be given on the final class and is worth 50 points. These examinations will consist of objective, multiple-choice questions. In addition, two quizzes, each worth 10 "bonus" points, will be given on 3rd class and the 9th class. There are 120 total possible points. Failure to drop this class by July 5, 2013 will result in an "F" grade.

7. ATTENDANCE

Class attendance is required. Roll will be taken each class. The examinations and quizzes will be based on assigned reading and material covered in class.