

# REAL ESTATE (REAL)

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**REAL-200 Real Estate Principles 3 Credits**

The course provides a comprehensive introduction to the fundamental concepts and practices in the real estate industry. Students will gain a thorough understanding of real estate terminology, real estate markets, property rights, legal aspects, financing, valuation, and investment strategies. The course emphasizes critical thinking and decision-making skills relevant to real estate professionals. This course fulfills one of the three educational requirements for both the Sales Agent and the Broker's License issued by the California Department of Real Estate.

Terms Typically Offered: Fall.

**REAL-201 Real Estate Practice 3 Credits**

This course provides a comprehensive overview of real estate principles and practices. Topics include property rights, real estate law, market analysis, financing, property management, and the roles and responsibilities of real estate professionals. Students will learn through case studies, guest lectures, and practical exercises. Emphasis is placed on ethical considerations and current trends in the real estate market. This course fulfills one of the three educational requirements for both the Sales Agent and the Broker's License issued by the California Department of Real Estate.

Terms Typically Offered: Spring, even years.

**REAL-300 Real Estate Economics 3 Credits**

This course covers supply and demand, pricing, market analysis, and the impact of government policies. Topics include property valuation, investment strategies, urban economics, and the role of real estate in the broader economy. Case studies and current market trends are analyzed to provide practical insights. Ideal for students pursuing careers in real estate, finance, urban planning, and related fields. This course fulfills one of the three educational requirements for both the Sales Agent and the Broker's License issued by the California Department of Real Estate.

Prerequisite: REAL-200 or REAL-201

Terms Typically Offered: Spring, even years.

**REAL-301 Residential Real Estate and Mortgage Finance 3 Credits**

This course provides a comprehensive overview of real estate finance and the capital markets of housing. Private institutions and government-sponsored institutions will be introduced. Loan underwriting and credit analysis will be reviewed using contemporary and relevant real-world examples. Students will become acquainted with the advent of FinTech, and how technology is rapidly changing borrowers' ability to become better informed loan consumers. This course will explore the wide array of mortgages available to consumers, where loans can be obtained, and what happens to loans after they are made. The ethical dimensions of financing real estate will be brought to the forefront of classroom discussion. This course fulfills one of the three educational requirements for both the Sales Agent and the Broker's License issued by the California Department of Real Estate.

Prerequisite: REAL-200 or REAL-201

Terms Typically Offered: Fall, even years.

