

# REAL ESTATE (RELE)

---

## **RELE 1201 Principles of Real Estate I 2 Credits (2 Lec, 0 Lab)**

This is a beginning overview of licensing as a real estate broker or salesperson. It includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics.

It covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. It fulfills at least 30 to 60 hours of required instruction for salesperson license.

Course Type: Technical

## **RELE 1211 Law of Contracts 2 Credits (2 Lec, 0 Lab)**

This course focuses on elements of a contract, offer and acceptance, statute of frauds, specific performance and remedies for breach, unauthorized practice of law, commission rules relating to use of adopted forms, and owner disclosure requirements.

Course Type: Technical

## **RELE 1238 Principles of Real Estate II 2 Credits (2 Lec, 0 Lab)**

This is a continuing overview of licensing as a broker or salesperson. It includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances or liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. It covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. It fulfills at least 30 of 60 hours of required instruction for salesperson license.

Course Type: Technical

## **RELE 1300 Contract Forms and Addenda 3 Credits (3 Lec, 0 Lab)**

This course is the study of promulgated contract forms, which shall include but is not limited to unauthorized practice of law, broker-lawyer committee, current promulgated forms, commission rules governing use forms and case studies involving use of forms.

Course Type: Technical

## **RELE 1303 Real Estate Appraisal 3 Credits (3 Lec, 0 Lab)**

This is the study of the central purposes and functions of an appraisal, social and economic determinants of value, appraisal case studies, cost, market data, and income approaches to value estimates, final correlations, and reporting. The College recommends the student should take or have taken RELE 1201.

Course Type: Technical

## **RELE 1307 Real Estate Investments 3 Credits (3 Lec, 0 Lab)**

This is a study of the characteristics of real estate investments.

This includes techniques of investment analysis, time-valued money, discounted and non-discounted investment criteria, leverage, tax shelters, depreciation, and applications to property tax. It is recommended that the student should take or have taken RELE 1201.

Course Type: Technical

## **RELE 1315 Property Management 3 Credits (3 Lec, 0 Lab)**

This course explains the role of the property manager, landlord policies, operational guidelines, leases, lease negotiations, tenant relations, maintenance, reports, habitability laws, and the Fair Housing Act. It is recommended that you take or have taken RELE 1201.

Course Type: Technical

## **RELE 1319 Real Estate Finance 3 Credits (3 Lec, 0 Lab)**

This is the study of monetary systems, primary and secondary money markets, sources of mortgage loans, federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity laws affecting mortgage lending, Community Reinvestment Act, and the state housing agency.

Course Type: Technical

## **RELE 1321 Real Estate Marketing 3 Credits (3 Lec, 0 Lab)**

The study of real estate professionalism and ethics, characteristics of successful salespersons, time management, psychology of marketing, listing procedures, advertising, negotiation and closing financing; and the Deceptive Trade Practices-Consumer Protection Act. It is recommended that you take or have taken RELE 1201.

Course Type: Technical

## **RELE 1323 Real Estate Computer Application 3 Credits (2 Lec, 2 Lab)**

This course is a study of the availability of technology, especially software, and its ability to help a real estate agent become more productive. It includes data base mapping interest, software application, and the use and application of social media.

Course Type: Technical

## **RELE 1325 Real Estate Mathematics 3 Credits (3 Lec, 0 Lab)**

This course covers basic arithmetic skills. Includes mathematical logic, percentages, interest, time value of money, depreciation, amortization, proration, and estimation of closing statement.

Course Type: Technical

## **RELE 2301 Law of Agency 3 Credits (3 Lec, 0 Lab)**

This is a study of law of agency including principal-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and other duties of an agent, employment law, deceptive trade practices, listing or buying representation procedures, and the disclosure of an agency.

Course Type: Technical

## **RELE 2331 Real Estate Brokerage 3 Credits (3 Lec, 0 Lab)**

This course is a study of law of agency, planning and organization, operational policies and procedures, recruiting, selection and training of personnel, records and control, and real estate firm analysis and expansion criteria. It is recommended that the student should take or have taken RELE 1201.

Course Type: Technical

## **RELE 2366 Real Estate Practicum I 3 Credits (0 Lec, 21 Lab)**

This is a basic or intermediate type of non-health professions work-based instruction that provides basic career exploration or helps students gain practical experience in the discipline, enhance skills, and integrate knowledge. The emphasis is on practical work experience. Indirect supervision is provided by the work supervisor. A practicum may be paid or unpaid learning experience. The College with the employer develops and documents an individualized plan for the student. The plan relates the workplace training and experiences to the student's general and technical course of study. Students may not be enrolled in more than one real estate practicum class during the same semester.

Prerequisite(s): Must have a job (paid or unpaid) working in a real estate related position at least 20 hours per week

Course Type: Technical

**RELE 2367 Real Estate Practicum II 3 Credits (0 Lec, 21 Lab)**

This is a basic or intermediate type of non-health professions work-based instruction that provides basic career exploration or helps students gain practical experience in the discipline, enhance skills, and integrate knowledge. The emphasis is on practical work experience. Indirect supervision is provided by the work supervisor. A practicum may be a paid or unpaid learning experience. The College with the employer develops and documents an individualized plan for the student. The plan relates the workplace training and experiences to the student's general and technical course of study. Students may not be enrolled in more than one real estate practicum class during the same semester. Prerequisite(s): RELE 2366 and must have a job (paid or unpaid) working in a real estate related position at least 20 hours per week

Course Type: Technical