

SLO Presentation

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Date: 09-15-2022

Business Education
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CSLO
RE50 - Computer Applications in Real Estate <ul style="list-style-type: none">• Students will complete real estate forms online, desktop, and with a mobile app.• Students will be able to use social media outlets for their real estate business.• Students will be able to create a buyer's net sheet.• Students will be able to originate a seller's net sheet.• Students will utilize zipforms and the Central Regional Multiple Listing Service (CRMLS) as a tool for their real estate business.
RE52 - Mortgage Loan Brokering and Lending <ul style="list-style-type: none">• Students will formulate a method to determine the steps in processing a loan utilizing the buyer's credit report.• Students will list five reasons why loans are refused by institutional lenders.• Students will list the seven requirements for a California broker's license.• Students will describe five prohibited activities for a foreclosure consultant.
RE55 - Real Estate Office Administration <ul style="list-style-type: none">• Upon completion of the course, students will develop a Five-Year Plan regarding opening their own office.
RE101 - Real Estate Principles <ul style="list-style-type: none">• Students will distinguish the difference between personal property and real property.• Students will list the mandated disclosures in a real estate transaction for a single family residence.• Students will identify the requirements for a salesperson's exam.• Students will categorize the requirements for a broker's license.
RE120 - Real Estate Finance <ul style="list-style-type: none">• Students will explain how to apply best practices in accounting, taxation, and finance to make sound real estate investments.• Students will be discuss and apply concepts in real estate practices and institutions• Students will be able to compare and contrast specific characteristics as they impact Real Estate investments and financing.• Students will describe three characteristics of mortgage lenders.
RE125 - Legal Aspects of Real Estate <ul style="list-style-type: none">• Students will analyze the pros and cons of the 1986 Tax Reform Act regarding real estate transactions.• Students will recognize many legal difficulties, before they arise, in order to avoid possible lawsuits.• Students will formulate a method to determine the steps in ethical behavior.• Students will explain the importance of real estate disclosures.
RE130 - Real Estate Practice <ul style="list-style-type: none">• Students will analyze and prepare required documents for a listing presentation.• Students will be able to review and comprehend escrow documentation, preliminary title reports, property inspection reports, and termite reports.• Students will be able to define and discuss acts prohibited by fair housing laws, including steering, blockbusting, and redlining and describe real estate activities permissible under Real Estate Settlement Procedures Act (RESPA)• Students will be able to identify various sources of lead generation, understand the limitations under the "Do Not Call" list and assemble a personal "sphere of influence" list.

- Students will be able to prequalify buyers, identify institutional lenders, differentiate between primary and secondary financing sources, and understand real estate financing regulations.
- Students will be able to describe the basis of real estate tax assessments, identify various tax exemptions, illustrate the benefits of an installment sale and estimate tax benefits of home ownership.

RE131 - Introduction to Real Estate Appraisal

- Students will analyze a Uniform Appraisal Report
- Students will be able to list the requirements for a Trainee License
- Students will be able to list the requirements for a Certified Residential License
- Students will be able to list the requirements for a Certified General License

RE140 - Real Estate Property Management

- The student, upon completion of this course will be able to prepare a management plan for a ten-unit apartment complex.
- Students will be able to list the general duties of a property manager.
- Students will be able to identify characteristics of population which affect the real estate market.
- Students will analyze the legal requirements for an on-site property manager.

RE151 - Fundamentals of Escrow

- Students will identify various deeds.
- Students will explain the fees on a seller's settlement statement.
- Students will explain the fees on a buyer's settlement statement.
- Students will describe the tax consequences in a 1031 Tax Deferred Exchange.

RE157 - Real Estate Investments

- Students will be understand the advantages and disadvantages of investing in real estate.
- Students will be able to estimate the current market value of income property
- Students will be able to evaluate the risks of an income property investment.
- Students will understand the financing terms for the purchase of income property.
- Students will understand the income tax deductions available for investors.
- Students will be able to calculate the rate of return on the cash investment (ROI).

RE160 - Real Estate Economics

- Students will identify a piece of property and report on the economic trends that make the property valuable now
- Students will demonstrate how economic factors have an effect on supply and demand
- Students will characterize major economic issues in the current real estate market
- Students will categorize influences on real estate development

RE172 - Real Estate Occupational Work Experience/Career Internship

- Students will create a Comparative Market Analysis for a seller.
- Students will prepare for and hold an open house.
- Students will formulate a seller's net sheet.
- Students will originate a buyer's net sheet.

RE173 - Real Estate Occupational Work Experience/Career Internship

- Students will create a Comparative Market Analysis for a seller.
- Students will prepare for and hold an open house.
- Students will formulate a seller's net sheet.
- Students will originate a buyer's net sheet.

RE174 - Real Estate Occupational Work Experience/Career Internship

- Students will create a Comparative Market Analysis for a seller.

- Students will prepare for and hold an open house.
- Students will formulate a seller's net sheet.
- Students will originate a buyer's net sheet.

RE174A - Real Estate Occupational Work Experience/Career Internship

- Students through the Work Experience/Career Internship course, are provided the opportunity to use their classroom knowledge and experience in real world situations. Eighty percent of the students will create a CMA (Comparative Market Analysis), qualify buyers, and prepare for and hold open houses. In addition, the student will develop a greater understanding of the real estate community.