



Discipline: Real Estate (Business & Finance)
Date Submitted: June 6, 2016

Cerritos College
ARTICULATION AGREEMENT

<p>Cerritos College Course: RE 101: Real Estate Principles Cerritos College 11110 Alondra Blvd. Norwalk, CA 90650</p>	<p>Downey High School Courses: Real Estate Principle Downey High School 11040 Brookshire Ave. Downey, CA 90241</p>
<p>General Course Description: This is a beginning course in real estate which introduces the student to real estate fundamentals and principles. It is a study of the basic principles, economic aspects, and laws of real estate, including the information needed to obtain a real estate license. Topics include legal descriptions and estates; encumbrances, liens, and homesteads; agencies; contracts; mathematics; financing and lenders; appraisal; escrow; title insurance; leases, landlords, and tenants; urban economics and planning; taxation; and careers in real estate.</p>	
<p>College Prerequisite(s): None</p>	<p>HS/ROCP Prerequisite(s): None</p>
<p>Advisories/Recommendations:</p>	
<p>Course Content:</p> <ol style="list-style-type: none"> 1. History of real property ownership in California 2. Legal ways to describe and locate land 3. Title to real estate 4. Describe the difference between a grant and quitclaim deed 5. California recording system 6. Real estate terminology and definitions 7. California homestead law 8. Real estate agencies 9. Contracts 10. Loans (FHA insured, VA guaranteed, Cal-Vet loans and Cal HFA) 11. Appraisals 12. Escrow 13. Mortgage insurance 14. Loan regulations 15. Rent and lease agreements 16. Characteristics of the Subdivision Map Act and the Subdivided Lands Act 17. Fair housing laws 18. Real property assessment procedure as required by Proposition 13 19. Taxes (rules regarding the date and manner of payment of real property taxes; describe the tax sale procedure in the event of nonpayment of property taxes, tax exemptions, etc.) 20. Career exploration 	

Competencies and Skill Requirements. At the conclusion of these courses, the student should be able to:

1. To solve problems related to investment, discounting notes, appraisal, commissions, interest and loans, buyer costs and seller expenses, square footage and area, proration and taxes.
2. Use amortization and other tables to simplify real estate mathematical computations.
3. Describe the types of promissory notes, then explain adjustable rate loans.
4. Explain a deed of trust (trust deed), a mortgage, installment sales contract, and foreclosure procedures.
5. Define clauses common to financing documents: acceleration, alienation, subordination, and prepayment penalty.
6. Describe how private mortgage insurance has changed lending practices in California
7. Define the secondary money market.
8. Describe the services provided by title insurance companies.
9. List the 3 agencies that play a major role in the secondary money market.
10. Define escrow and list the legal requirements for a valid escrow.
11. Explain the differences between a CLTA standard and an ALTA extended coverage title insurance policy.

Measurement Methods:

1. Project Presentations
2. Quizzes
3. Tests

Textbooks or Other Support Materials:

California Real Estate Principle; Authors: McKenzie, Brady, and Estes. 10th edition; copyright year: 2016; Publisher Cengage Learning

Procedures for Course Articulation:

Cerritos College credit for the articulated course listed above may be received when the following criteria are met:

1. The student has completed the articulated course listed above with a "B" grade or higher in ***Real Estate Principle***.
2. The student must enroll at Cerritos College within two (2) years from the semester date in which the course was completed.
3. The student will complete and submit the *Cerritos College Credit by Exam Form* to the Office of Educational Partnerships & Programs.
4. No more than 12 units of credit may be accepted for credit by examination.

This Agreement will be reviewed annually and will remain in effect until cancelled by either party giving 30 days written notice.

High School/ROP District Signatures

Cerritos College Signatures

Faculty/Department Chair

Date

Instructor/Division Chair

Date

Principal

Date

Dean of Instruction

Date

Superintendent

Date

Vice President

Date