

SLO Presentation

RE

Date: 09/11/2019

BUSINESS EDUCATION
RE
California Real Estate--Cert <ul style="list-style-type: none">• Students demonstrate test-taking skills in preparation for the state license exam.• Students analyze transactional needs of a client and select transactional forms used for that real estate activity.• Students create a property management file containing an advertisement, the application to rent, and the rental agreement.• Students differentiate among the three methods of appraisal.• Students search public records and analyze items such as demographics, school rating, and crime rate.
Real Estate--AA <ul style="list-style-type: none">• Students analyze and calculate problems pertaining to basic real estate mathematics.• Students compare and contrast the various types of lending institutions.• Students compare various types of loans.• Students define the common real estate terminology and recognize acronyms in the industry.• Students list and explain the step-by-step process and legal requirements involved in the issuance of various types of licenses by the California Bureau of Real Estate (CalBRE).
Real Estate--Cert of Ach <ul style="list-style-type: none">• Students describe and outline the types of government controls and regulations that affect the rights of a property owner.• Students develop a career plan that includes working conditions, terms of employment, and advancement opportunities.• Students differentiate between real and personal property and describe the rights inherent to both.• Students specify various types of title insurance policies.• Students utilize the three common types of land descriptions to identify the location of a parcel of real property.
CSLO
RE50 - Introduction to Real Estate Software <ul style="list-style-type: none">• Students complete real estate forms online.• The student will develop a Market Analysis, also known as a CMA, for the seller which provides information regarding the suggested list price of the home.• Students build a market analysis for a seller.• Students analyze renting versus buying.• Students formulate a seller's net sheet.• Students create a buyer's net sheet.
RE52 - Mortgage Loan Brokering and Lending <ul style="list-style-type: none">• Students formulate a method to determine the steps in processing a loan utilizing the buyer's credit report.• Students list five reasons why loans are refused by institutional lenders.• Students list the seven requirements for a California broker's license.• Students 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 distinguish the difference between personal property and real property.• Students list the mandated disclosures in a real estate transaction for a single family residence.

- Students identify the requirements for a salesperson's exam.
- Students categorize the requirements for a broker's license.

RE120 - Real Estate Finance

- Students describe three characteristics of mortgage lenders.
- Students explain how to apply best practices in accounting, taxation, and finance to make sound real estate investments.
- Students discuss the concepts in the loan process.
- Students compare and contrast specific characteristics as they impact real estate investments and financing.

RE125 - Legal Aspects of Real Estate

- Students analyze the pros and cons of the 1986 Tax Reform Act regarding real estate transactions.
- Students recognize several legal difficulties, before they arise, in order to avoid possible lawsuits.
- Students formulate a method to determine the steps in ethical behavior.
- Students explain the importance of real estate disclosures.

RE130 - Real Estate Practice

- Students define and discuss acts prohibited by fair housing laws, including steering, blockbusting, and redlining.
- Students analyze and prepare required documents for a listing presentation.
- Students review and comprehend escrow documentation, preliminary title reports, property inspection reports, and termite reports.
- Students identify various sources of lead generation, understand the limitations under the "Do Not Call" list and assemble a personal "sphere of influence" list.
- Students prequalify buyers, identify institutional lenders, differentiate between primary and secondary financing sources, and understand real estate financing regulations.
- Students 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 analyze a Uniform Appraisal Report.
- Students will be able to list the requirements for a Trainee License
- Students list the requirements for an appraiser's Trainee license.
- Students will be able to list the requirements for a Certified Residential License
- Students list the requirements for an appraiser's Residential license.
- Students will be able to list the requirements for a Certified General License
- Students list the requirements for an appraiser's Certified Residential license.
- Students list the requirements for an appraiser's Certified General license.

RE140 - Real Estate Property Management

- Students prepare a management plan for a 10-unit apartment complex.
- Students list the general duties of a property manager.
- Students identify characteristics of population which affect the real estate market.
- Students analyze the legal requirements for an on-site property manager.

RE151 - Fundamentals of Escrow

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

RE157 - Real Estate Investments

- Students analyze three investment properties and the return on each investment.

- Students assess the advantages and disadvantages of real estate as an investment.
- Students evaluate the risks of particular properties as investments.
- Students name at least three tax benefits for purchasing income property.
- Students calculate before and after tax cash on the rate of return.
- Students determine the internal rate of return on an investment.

RE160 - Real Estate Economics

- Demonstrate knowledge of how economic factors such as supply and demand have positive and negative effects on all types of real estate.

RE172 - Real Estate Occupational Work Experience/Career Internship

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

RE173 - Real Estate Occupational Work Experience/Career Internship

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

RE174 - Real Estate Occupational Work Experience/Career Internship

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