REAL ESTATE 130
REAL ESTATE PRACTICES

Location: Orange Coast College
Room: SCIENCE 151

Instructor: Bruce Gold, Ed.D.
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Class Meetings:
Monday January 29th 6:00pm – Introduction
Monday, February 26th 6:00pm – Midterm Exam
Wednesday, March 21 6:00pm – Final Exam

Required Textbook:
Title: California Real Estate Practice
Author: Huber & Lyons
Publisher: Educational Textbook Company (ETC)
Edition: Fifth

Course Prerequisite: Real Estate 110 (Principles), or a Real Estate License

Course Objectives:

A. This course satisfies the requirement for one of the two requisite courses that salespeople must complete within 18 months of receiving their original license. In addition, this course meets the State requirements for one of the eight courses necessary to obtain the real estate broker’s license. Also, this course is helpful to students studying for either their salesperson’s or broker’s exam.

B. Students will be able to take the general information learned in the Principles course, and apply those principles to the “real world” of real estate.

Catalog Description / Topics Covered: This course will cover real estate listing procedures, advertising, closing of sales and leases, financing, appraising, property management, leasing, maintaining trust fund records, recruiting sales staff, assigning farm (training) and territories, office systems and procedures, sales education and training, and motivation of staff.

Student/Class Activities:

1. Read the Sunday Newspaper Real Estate Section each and every week and be prepared to discuss major topics on-line on the Discussion Board on Monday and Tuesday of the same week. You may choose the OC Register or the LA Times. NOTE: In the OC Register, real estate is found in the Marketplace section of the paper.

2. Observe two Open Houses. Submit a one-page paper where you compare and contrast the two in terms of:
   a. Signage
   b. Set-up
   c. Professionalism of the salesperson
   d. Overall impression and comments

Present your findings to the class in the Discussion Board (DUE no later than FEBRUARY 14TH)
3. Go to Zillow .com (see link on Home Page) and find your house or another house you would be interested in buying in the future. Post your reactions on the Discussion Board to the value of the house and those around it. (Due no later than FEBRUARY 21st)

4. Go to Megan’s Law.com (see link on Home Page) and look at how many sex offenders are within 3 miles of your house/apartment. Post the number and your reactions on the Discussion Board. (Due no later than MARCH 5th)

5. Attend a public, professional real estate meeting/conference, and submit your impressions on a one-page paper. Suggestions would be: The Orange County Forum, RIAOC, any trade show, or your choice. Present your impressions on the Discussion Board. (DUE MARCH 14TH)

The Midterm and Final Exams must be taken in person on campus in room Science 151 on the dates and times listed on the first page. If you are unable to make those dates/times, contact the instructor for alternative testing.

Midterm Quiz: February 26th. It will cover Chapters 1 through 8 of the textbook.
50 Multiple-Choice Questions.
Students must purchase a Scantron from the bookstore. Only use Form No. 882-E or ES!

Final Exam: March 21st. It will cover the entire textbook.
100 Multiple-Choice Questions.
Students must purchase a Scantron from the bookstore. Only use Form No. 882-E or ES!

Evaluation Criteria: Final grades will be calculated according to the following:

1. Class Participation 50% 50 Points 90-100 Pts. = A
3. Written Reports (5pts.Each) 10% 10 Points 80-89 Pts. = B
4. Midterm Quiz 15% 15 Points 70-79 Pts. = C
5. Final Exam 25% 25 Points 60-69 Pts. = D
100% 100 Points Below 60 Pts. = F

In addition to the activities listed above, your midterm and final exams will contain questions from the textbook. Below is a schedule of readings to keep you on track. Look to the Discussion Board to ask questions concerning the topics listed and for extra information concerning the chapters.

Class / Reading Schedule:

| Monday, Jan. 29 | INTRO / CHAPTER 1 |
| Wednesday, Jan. 31 | CH. 2 & 3 |
| Monday, Feb. 5 | CH. 4 |
| Wednesday Feb. 7: | CH. 5 |
| Monday, Feb. 12: | CH. 6 |
| Wednesday, Feb. 14: | CH. 7 & Open Houses |
| Monday, Feb. 19 | Holiday |
| Wednesday, Feb. 21: | CH. 8 & Zillow |

| Monday, Feb. 26: | MIDTERM |
| Wednesday, Feb. 28: | CH. 9 |
| Monday, Mar. 5: | CH. 10 & Megan’s Law |
| Wednesday, Mar. 7: | CH. 11 & 12 |
| Monday, Mar. 12: | CH. 13 |
| Wednesday, Mar. 14: | CH. 14 & Seminar |
| Monday, Mar. 19: | CH. 15 |
| Wednesday, Mar. 21: | FINAL EXAM |