

A.S. in Real Estate, Occupational

College Learning Outcomes Matrix: Rate each course from 1 to 5 with 5 being the most important.

A.S. Real Estate	Year of SLO Review	1. Written, Oral and Visual Communication :	2. Scientific and Quantitative Reasoning:	3. Critical Thinking 4. Problem Solving:	5. Information Literacy:	GE	DEGREE
REAL 115 Real Estate Principles	F12	2	1	4	1		X
REAL 116 Real Estate Practice	F12	2	1	4	1		X
REAL 117 Legal Aspects of Real Estate	F12	2	1	4	1		X
REAL 210 Real Estate Finance	F12	2	1	4	1		X
REAL 212 Real Estate Appraisal I	F12	2	1	4	1		X
REAL 215 Real Estate Economics	S13	2	1	4	1		X
REAL 217 Advanced Real Estate Appraisal II	S13	2	1	4	1		
REAL 218 Property Management	S13	2	1	4	1		
REAL 219 Escrows	S13	2	1	4	1		
REAL 220 California Loan Brokering	S13	2	1	4	1		

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GENERAL EDUCATION SLOS

WHAT ASSIGNMENTS DO YOU GIVE IN THESE CLASSES THAT ASSESS THE FOLLOWING GE SLOS?

What assessment tools do you use? Assess only SLOs that you rated 4 or 5.

A.S. Real Estate	1. Written, Oral and Visual Communication:	2. Scientific and Quantitative Reasoning:	3. Critical Thinking 4. Problem Solving:	5. Information Literacy:	GE	DEGREE
REAL 115 Real Estate Principles			Case Studies Group Project			X
REAL 116 Real Estate Practice			Role Playing Group Projects			X
REAL 117 Legal Aspects of Real Estate			Case Studies Analysis of Specific Laws			X
REAL 210 Real Estate Finance			Group Project Worksheets			X
REAL 212 Real Estate Appraisal I			Identification of comparative elements			X
REAL 215 Real Estate Economics			Class Discussions Worksheets Tests			X

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REAL 217 Advanced Real Estate Appraisal II			Data Compilation Worksheets Income Analysis Final Exam			
REAL 218 Property Management			Case Studies Worksheets			
REAL 219 Escrows			Essays Assignments Research Projects			
REAL 220 California Loan Brokering			Case Studies			

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REQUIREMENTS UNITS

Freshman Year

BUS 101	Introduction to Business	3
BUS 107	Business Law	3
REAL 115	Real Estate Principles	3
REAL 116	Real Estate Practice	3
REAL 117	Legal Aspects of Real Estate	3

Sophomore Year

BUS 112	Financial Accounting	4
REAL 210	Real Estate Finance	3
REAL 212	Real Estate Appraisal I	3
REAL 215	Real Estate Economics	3

Real estate brokers and sales persons must also pass an examination given by the State of California, Department of Real Estate.

Real estate appraisers must also take a 15 hour class on ethics and practice and must pass an examination given by the State Office of Real Estate Appraisers

Student Learning Outcomes

Upon the completion of this degree/specialty a student will be able to

1. Perform the necessary tasks assigned to an entry level employee within the broader real estate professions at both for profit companies or at non-profits that require real estate expertise in their employees
2. Articulate and comprehend a client's transactional goals in order to identify potential issues that might arise within the real estate marketplace as they seek to achieve those goals
3. Investigate, analyze, and discriminate between alternative solutions to these complex real estate problems in order to achieve the transactional goals of their clients
4. Interpret the likely impact on particular real estate problems of specific strategies implemented to achieve those goals while formulating and developing strategies that are conducive to a successful real estate transaction
5. Maintain the ability to reframe the transaction if necessary given the demands of a particular problem and the realities of the marketplace
6. Evaluate and support the outcome of each transaction in order to meet the standards of best practices and ethical conduct as delineated in the Real Estate Law in the California State Business and Professions Code

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THESE DEGREE OUTCOMES EQUAL WHICH COURSE OUTCOMES FOR THESE COURSES?

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REAL 115 Real Estate Principles	SLO 1	SLO 1	SLO 2	SLO 2	SLO 3	SLO 1
REAL 116 Real Estate Practice	SLO 1	SLO 1 SLO 2	SLO 2	SLO 3	SLO 4	SLO 4
REAL 117 Legal Aspects of Real Estate	SLO 1	SLO 2	SLO 3	SLO 3	SLO 1	SLO 2
REAL 210 Real Estate Finance	SLO 1	SLO 2	SLO 2 SLO 3	SLO 3	SLO 2 SLO 3	SLO 1
REAL 212 Real Estate Appraisal I	SLO 4	SLO 2	SLO 1	SLO 4	SLO 3	SLO 3 SLO 4
REAL 215 Real Estate Economics	SLO 4	SLO 1 SLO 2	SLO 2 SLO 3	SLO 2 SLO 4	SLO 1 SLO 3	SLO 2

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IN WHICH COURSES ARE THESE DEGREE SLOS ASSESSED? Use “I” for Intro, “P” for Practice and “M” for Mastery.

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REAL 115 Real Estate Principles	I	I	I	I	P	P
REAL 116 Real Estate Practice	M	P	P	P	P	M
REAL 117 Legal Aspects of Real Estate	P	P	P	M	P	M
REAL 210 Real Estate Finance	I	P	P	M	P	P
REAL 212 Real Estate Appraisal I	P	P	P	P	P	M
REAL 215 Real Estate Economics	P	M	M	P	M	P

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WHAT ASSIGNMENTS DO YOU GIVE IN THESE CLASSES THAT ASSESS THE FOLLOWING DEGREE SLOS? What assessment tools do you use? Assess only SLOs that you rated 4 or 5.

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REAL 115 Real Estate Principles				Case Study – A person needs to finance a property that has multiple issues that preclude lender financing until particular repairs are made to the property. What alternative financing tools are possible to close the loan and <i>then</i> make the repairs?	Case Study – When pricing a property for listing what do current market statistics show you that can be helpful to the seller in determining an appropriate price point? Discuss the likely impact of the list price in an appreciating, stable, or declining market.	Tests that use specific scenarios as transactional exam questions that walk the student through a hierarchy of analysis to provide evidence of an understanding of the best practices in Real Estate transactions.
REAL 116 Real Estate Practice	Complete a written Seller's Disclosure Statement about your home identifying the positives and negatives of the property and all issues a buyer might find of concern			Assignment: 4 instances of possible Fair Housing violations – student must decide <i>if a violation has occurred and how to handle the situation.</i>	Role Playing using scenarios from real transaction with students taking role of agent, buyer, seller, or observer. The observer critiques the other team members on their communication skills and ability to identify the important issues for the buyer/seller.	Case Study demonstrating the progress of a transaction from offer through to closing by using each step in the progression to utilize the tools of real estate (eg. Contracts, financial forms, advertising templates).

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REAL 117 Legal Aspects of Real Estate		Case Study – real life example demonstrates issues that arise when a seller fails to disclose all detrimental conditions.		Case Study – Real life example – Buyer takes title only to find an ancient Indian Graveyard on the Site – is this a situation that can be rescinded due to mutual mistake – what are the costs of mandatory remediation – what can be alternatives including possible default and foreclosure – weighing the price to the property owner.	Case Study – home purchased at height of market and loan payments rise dramatically – what are the costs in terms of financial implications for the owner? Should they default? Short Sell? Try to renegotiate with the Lender? In what order and what legal recourse does the lender have against them?	Tests – identifying the legal impact of various situational based questions in a multiple choice and/or essay format

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REAL 210 Real Estate Finance			Group Project – Groups choose a particular problem related to Real Estate Financing and determine strategies which they present to the class as alternative solutions to the problem (eg. How to finance a multi unit building, a commercial property, a residence in need of rehabilitation)	Case Study – Given the considerable changes in RE Finance practice since the Housing Meltdown, students are asked to identify and complete the paperwork necessary for various loan products in conformity with current legal requirements.	Class Discussion after viewing video about the mortgage collapse – discussion includes being able to identify what worked, what didn't work, and the impact collateralized debt obligations had on real estate financing nationally and internationally through the trading of mortgage backed securities and other, hybrid, debt backed bonds	

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REAL 212 Real Estate Appraisal I	Write a neighborhood description for an appraisal following all necessary fair housing guidelines		Class Discussion and Case Study involving a property that could be valued as a single family residence with an auxiliary unit or as a duplex. Discussion focuses on implications inherent in each possible analysis.	Complete a review and analysis of possible comparables for a particular property appraisal in order to identify the most relevant sales for the particular property.	Place comparables in a sales comparison grid and make adjustments to demonstrate a subject property's value – alter the adjustments or reconsider the analysis with alternative comparables in order to determine the most logical and appropriate analysis for that property.	
REAL 215 Real Estate Economics	Term paper – Students choose a topic that involves Real Estate Economics and identify 1) why they are interested in it and why it is important; 2) Present their research findings; 3) Describe how their research changed or confirmed their understanding of the problem and of its relevance to real estate in general.			Current Events – articles of relevance to real estate are provided by the instructor and the students and discussions of the issues raised lead to specific case analysis – with fracking being conducted on private property, what are the implications for ground water contamination? Will lenders object to commercial endeavors on property that has liens made for residential use?	Case Study – using cash flow analysis determine probable market value of specific commercial properties given their current and their potential use(s).	

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REAL_115	Real Estate Principles	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Have an understanding of the broad real estate marketplace and the principles and constraints that form the framework in which real estate professionals work. 2. Formulate plans and evaluate and estimate the likely outcomes of those plans within the specified goals of their clients in a real estate transaction. 3. Select the necessary measures to assess the effectiveness of their plans as a transaction progresses so that they can revise their activities to meet the changing conditions that are the economic realities of the segmented real estate marketplace.		
REAL_116	Real Estate Practice	Revise Course
Expected Outcomes for Student:		
Upon completion of the course, students will be able to: 1. Choose and select appropriate strategies in order to maximize their productiveness in the real estate industries. 2. Evaluate alternatives to meet goals for both themselves and for particular clients. 3. Appraise and judge the success of their strategies using skills learned within the classroom. 4. Design and set up marketing plans for property listings, formulate and organize methodology for finding property to purchase in a specific marketplace, and be able to create specific measures to score and assess the success of those plans in relationship to their goals and the goals of their clients.		
REAL_117	Legal Aspects of Real Estate	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, the student will: 1. have an understanding of the legal framework of real estate, the assumptions, principles, and constraints that flow from the body of real estate law as it applies to practitioners of real estate and to owners and users of real estate. 2. The student will be able to compare alternative actions and evaluate the likely outcomes within this legal framework. 3. The student will be able to judge the 'red flags' that are associated with real estate in order to estimate the importance of particular items that they become aware of during the course of a real estate transaction.		

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REAL_210	Real Estate Finance	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Judge and appraise appropriate financing strategies for their clients in real estate transactions. 2. Compare and contrast the relevancy of various financing scenarios based on an understanding of the Federal and State Regulations that must be enforced within a transaction's parameters. 3. In order to assist their clients in selecting loan products that will lead to prudent, financing and, in many cases, purchasing decisions, they will be able to measure and evaluate the potential outcomes, both long term and short term, based on the available financing alternatives in any given transaction.		
REAL_212	Real Estate Appraisal I	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Appraise a property recognizing and applying the three approaches to value utilized in appraisal practice. 2. Judge which of the approaches to value is most reliable in any given assignment and explain why they selected it as the most reliable indicator of value. 3. Evaluate and compare alternate comparable properties in order to choose those most appropriate to a particular appraisal assignment. 4. Have a basic understanding of more complex appraisal techniques and be able to formulate the necessary questions and assemble the information that is required to correctly measure and rate a given property.		

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REAL_215	Real Estate Economics	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Evaluate the interaction of cash flows into, and from, real estate in the broad, U.S. economy. 2. Describe and select appropriate tools to measure local and regional economic indicators within the context of real estate and be able to compare those indicators with past and current economic trends. 3. Judge the impact of land-use controls and rate likely outcomes in individual scenarios that involve land-use planning. 4. Assess likely future land-use needs and trends to the benefit of their residential and investor clients by using demographic tools.		
REAL_217	Advanced Real Estate Appraisal II	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Demonstrate the critical thinking skills necessary to differentiate and judge between alternate problem solutions. 2. Appraise complex property types such as multi-residential, commercial, and mixed-use developments. 3. Organize and arrange the necessary information and data in order to be able to assess likely outcomes based on their analysis. 4. Evaluate their own appraisal process within the context of the Uniform Standards of Professional Appraisal Practice and articulate their valuations consistent with the requirements of the Uniform Standards.		
REAL_218	Property Management	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Organize, prepare, and setup a working system to maintain investment properties in terms of their cash flows and tenant needs in relationship to the particular property. 2. Assess legal and statutory implications of management practices and design programs to address those potential problems that they do identify. 3. Choose tenant screening alternatives to address both Federal and State Fair Housing laws and statutes.		

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REAL_219	Escrows	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Evaluate escrow instructions based upon contractual agreements of the parties to the escrow and the laws that govern escrow practice in CA. 2. Organize and prepare certain legal documents required to settle the escrow, including statutory forms such as the HUD-1 Statement which summarizes the entire escrow transaction. 3. Assess and evaluate Preliminary Title Reports within the context of a real estate transaction and articulate to their clients those areas of greatest concern, having assessed the importance of the various items raised by the Prelim. They will also have a working understanding of the escrow process and be able to formulate an effective plan to proceed, even when the escrow raises difficult problems that could make it possible to close the transaction.		

REAL_220	California Loan Brokering	Revise Course
Expected Outcomes for Student:		
Upon completion of this course, students will be able to: 1. Differentiate between the specific statutory laws that affect the lending process and design ways to meet those laws within the context of lending activity. 2. Judge when specific laws apply during the various stages of the loan origination and application process. 3. Recognize those areas of lending most impacted by Fair Housing and Lending laws and formulate methodologies to be able to measure the effectiveness of lending practices to meet those laws. 4. Have the tools necessary to revise those practices which fail to meet the 'best practices' standards within the industry.		