

D. VLACHOS
RE 110, ON LINE
PRINCIPLES OF CALIFORNIA REAL ESTATE

INTRODUCTION:

There are a variety of reasons why you may have enrolled in this class. Some of you have done so because completing this course is required before you sit for the California State Real Estate Licensee's examination. Some of you may be contemplating a career in real estate, or selecting real estate as a major in pursuit of a college degree. Still others may want to study real estate to become a better-informed consumer and investor. Whatever the reason, this course is designed to provide you with a strong basic understanding of the general principles of California real estate in a logical and fundamental approach.

The course provides students with a broad survey of California real estate principles that relate to issues in buying, selling and leasing real property, in addition to those issues encountered in the profession of real estate. Wherever possible the approach of the topics will be practical rather than theoretical. The course ***IS NOT*** specifically designed to prepare the student for the real estate licensee's examination. The course does cover those subjects tested by the California Department of Real Estate for the real estate licensee's exam.

For most of you, taking a course in real estate, as well as studying anything "**ON LINE**" is a "first". Despite the lack of regular classroom contact, as in any academic endeavor success or failure will depend on your individual commitment and self-discipline. You will receive your assignments and my lecture notes over the **WEB-CT email**. All chapter quizzes and tests will be conducted over WEB-CT. You will be notified in advance when each quiz and test will be given, and the time allotment for each.

Whether you take a traditional "classroom" taught class or an "online" class, no one compels you to complete the assignments. The often-cited cliché is appropriate: "You get out of it what you put into it".

When you communicate with me please do so over the WEB-CT email facilities. You can also call me at 714-892-7711, ext: 51086. However, the hours you can reach me over the phone and get me live are limited. Accordingly, I encourage you to email your questions or comments by WEB-CT email which I will check several times per day. My campus office hours are: M-W 9:00 a.m. – 9:30 a.m.; and 12:40 p.m. – 1:10 p.m.; T-Th 9:00 a.m. – 9:30 a.m. – 11:00 a.m. – 11:30 a.m. If you encounter difficulties communicating over WEB-CT, you should call technical support at: 714-895-8389

If you are interested in my background and qualifications, I received a Bachelor of Science degree in business administration from California State University, Northridge; a juris doctor degree in law from Southwestern University. I am an active member of the California State Bar. In addition to teaching various law and real estate classes at GWC over the past 30 years, my legal practice has been concentrated in business and real estate. I have represented buyers, sellers, landlord's tenants and real estate brokers in a myriad of litigation and transactional matters. So I have a little

background in this subject, and in most cases I can provide you with answers to your questions. If not, I'll direct you where the answer can be found.

OBJECTIVES:

1. To develop an understanding and appreciation for the principles of California real estate as they impact on the purchase, sale, leasing and investing in real property transactions;
2. To better apprise students and real estate professionals of their rights, duties and responsibilities in real estate transactions so that they become better-informed consumers and real estate agents;
3. To **qualify** those students intending to take the California State real estate licensee's examination. (**Understand that this is NOT a licensee's review or examination preparation class. Assuming that you successfully complete this class, before you take the California real estate licensee's examination you should take and complete a California real estate licensee's review class. Several brokerages and other commercial enterprises offer review classes--some for a fee and others are complimentary.**)

Students who complete this class will be able to describe and understand the various methods in which title to real property can be vested; how real property is conveyed, and the instruments of conveyance; the different types of real property estates; landlord and tenant rights and responsibilities; the means by which real estate can be encumbered; the different foreclosure procedures, and the rights relating thereto; how real estate can be financed, taxed and appraised, and the basic principles of real estate mathematics. Students will understand, identify and appreciate the legal relationships among broker, salesperson, buyers and sellers. How those relationships are created, terminated, and the legal duties owed by each. These and many other topics will be studied.

MATERIALS:

MANDATORY: The textbook, **CALIFORNIA REAL ESTATE PRINCIPLES, 7th edition, by Mckenzie, et al**, is required of all students and should be brought with you to every class.

OPTIONAL: The Language Of Real Estate, John W. Reilly; Dearborn Publishers. This publication is a most complete real estate dictionary.

TESTING & GRADING

There will be at least two midterm examinations of approximately 100 points each in value. Grading will be on a point basis: There will also be 10 point chapter quizzes at the beginning of each new assignment.

- 90 – 100% of the total points = A
- 80 – 89% = B
- 70 – 79% = C
- 60 – 69% = D

In my traditional “white board” (on campus) classes, I allow extra credit for **class participation, attendance and summarizing of current events** dealing with real estate topics. While attendance is a non-factor in this class, I will provide you with extra credit opportunities during the semester.

COURSE CONTENT:

The following topics will be covered as well as new materials presented during class discussion:

Chapter 1: Rights associated with owning real property; differences between real and personal property; fixtures.

Chapter 2: How real property is described; the various methods how title to real property can be acquired; deeds and their legal significance; the recording system.

Chapter 2 (part II): Estate in land; methods of holding title to real property.

Chapter 3: Encumbrances, liens and homesteads; easements; CC&R’s; mechanics liens; tax, attachment, judgment and execution liens;

Chapter 4: Real Estate Agency; types of employment relationships; fiduciary obligations; disclosure requirements; agency violations.

Chapter 5: Basic contract law; legal requirements; defenses; various types of real estate contracts and their significance, e.g. listing agreements; deposit receipts; option contracts.

Chapter 6: Real Estate Mathematics; Investment problems; discounting notes; appraisal problems; commission problems; prorations.

Chapter 7: Real Estate Finance: Types of promissory notes and typical provisions; deeds of trust; foreclosure procedures; truth in lending.

Chapter 8: Real Estate Lenders: qualifying for real estate loans; institutional and non-institutional lenders; FHA, VA & CAL-VET loans; PMI; secondary mortgage market.

Chapter 9: Appraiser licensing requirements; elements and forces that influence value; appraisal methods – cost approach, income approach, market analysis.

Chapter 10: Escrows and Title Insurance: functions of escrow; types of title insurance policies

Chapter 11: Landlord – Tenant Relations: Types of tenancies; Analysis of lease provisions; Duties owed by landlord; Termination of leases and eviction procedure.

Chapter 12: Land-Use Planning; Zoning; Police powers vs. Eminent Domain; Subdivision laws; Common Interest Developments; Fair Housing Laws.

Chapter 13: Real Estate Taxation: Real property taxes & Proposition 13; Exemptions;

Chapter 15: Careers in Real Estate: License requirements