

**Saddleback College**  
**Business Science Division**  
**Course Syllabus**  
**RE 170**  
**Real Estate Principles**  
**via INTERNET**

**Instructors: Martin Welc**  
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### **Course Description**

The fundamental real estate course covering the basic laws and principles of California real estate. Provides the background and terminology necessary for advanced study in specialized courses. Required for those preparing for the State real estate salesperson license examination. Applies toward State's elective educational requirements for the broker's examination, Department of Real Estate (DRE) basic education. Course may be offered by mediated mode of instruction.

### **Course Objectives**

Upon completion of this course, the student will be able to:

1. Define and give examples for real estate terms.
2. Define real property and distinguish it from personal property.
3. Identify methods of describing property.
4. List and compare types of estates and ways of holding title to real property.
5. Describe ways that real property is transferred and the procedures for that transfer.
6. Define and give examples of types of encumbrances.
7. Compare various types of public restrictions on land, including land use controls, eminent domain, and taxation.
8. Discuss the basic elements of contract law.
9. Describe and differentiate various types of real estate contracts.
10. List requirements for a valid lease and indicating how a lease is terminated or transferred.
11. Discuss and give examples of agency law, including how agency is created, the duties and legal effects of agency, how agency is terminated, disclosure issues, and dual agency.
12. Discuss the main principles and organizations related to real estate financing, including finance markets and documents.
13. List the steps required in applying for a residential loan.
14. Describe the three methods of appraisal and the properties and situations for which they are most appropriate.
15. List the steps involved with closing real estate transactions, including escrow.
16. Discuss income tax aspects related to closing a real estate transaction.
17. Indicate the importance of RESPA and describe RESPA requirements.
18. Describe basic taxation concepts related to real estate.
19. Indicate the significant characteristics of fair housing regulations.

20. Describe types of real estate construction and types of real estate investments.
21. List the actions for which a real estate license is required.
22. Perform basic real estate math calculations.

## Textbooks

### Required:

- *Principles of California Real Estate, 14<sup>th</sup> Edition*. Published by Rockwell Publishing (c) 2008. ISBN 978-1-887051-47-7, and
- *Principles of California Real Estate, Student Guide with Online access code*

### Optional References

*The Plain Language Dictionary of Real Estate*. Bella Vista Publishing Company, Inc. (c) 2004. ISBN: 0-9718225-0-6 [Available in the bookstore](#).

*Real Estate Law; California Department of Real Estate (latest edition)*. NOTE: This book is FREE online in Adobe Acrobat format. Get it at <http://www.dre.ca.gov/relaw.htm>

*Reference Book: A Real Estate Guide; California Department of Real Estate; 0-916478-02-5 (or latest edition)* NOTE: This book is FREE online in Adobe Acrobat format. Get it at <http://www.dre.ca.gov/reftoc.htm>

The telephone number for the **Saddleback College Bookstore** is 949/582-4715.

## Due Dates

All online course work ([quizzes and final exam](#)) must be completed online by 12:00, midnight of the last day of the course as listed in the class schedule. You do NOT need to click on the "submit" button in the online course to receive credit. The last day of the course is posted on our web page, [www.saddleback.edu](http://www.saddleback.edu) and may also be found in your enrollment information for the class.

The [essay](#) may be submitted in person or by mail addressed to Martin Welc, Real Estate, BGS 202, Saddleback College, 28000 Marguerite Parkway, Mission Viejo, CA 92692. It may also be submitted by email to [mwelc@saddleback.edu](mailto:mwelc@saddleback.edu). The hard copy essay is due no later than 5:00 pm of the last business [weekday](#) of the course as listed in the class schedule.

To obtain a completed [course verification form \(www.saddleback.edu/faculty/mwelc/forms\)](#), follow these instructions exactly and do so before the end of the course or within one week of course end:

1. Complete ALL work for the course.
2. Deliver to Professor Welc in person or send by postal mail your essay [together with](#) the course verification form [and](#) a self-addressed stamped envelope.

## 1. Course Requirements and Grading

1. You must complete the required reading, that is, the textbook chapters and the online material.
2. Complete the self-assessments, activities, reviews, exercises, case studies, quizzes, etc., in the text and online. All of these will help clarify your understanding of the concepts and

calculations, reinforce learning, and enhance mastery.

Read all announcements and updates provided in the online course materials.

3. **Complete all quizzes and Final Exam Sections online. These are the scores that count toward your grade!** THE FIRST QUIZ SCORES FROM THE "CHALLENGE" AND "CUMULATIVE" QUIZZES COUNT TOWARD 20% OF YOUR GRADE IN THE CLASS.
4. Write a 500-word Essay on a topic of your own choosing related to the course content.

Your grade will be based on your FIRST online quiz scores, your total score on the first final exam sections, and your essay.

The Final Exam will count for 75 percent of your grade. The first quiz scores will count for 20 percent of your grade. The essay will count for 5 percent of your grade.

## About the Online Course

Note: We do **not** use Blackboard for this course! We use ROCKWELL.

- Getting Started. To access your course you will need a User ID and Password. Log onto [www.rockwelleducation.com/cc](http://www.rockwelleducation.com/cc) and enter the key code (found on the cardboard backing of the student guide) and course information in the corresponding fields and selecting the appropriate roster. After click the "Submit" button you will be assigned a User ID and Password. Save this information as it will allow you to log into your account and begin your course.
2. You are allowed as many hours as you need for completing the course. The course is preset with 90 hours of time for the student. If you require more time contact Rockwell (800.221.9347) during the business hours and they will provide you with more time in the program.

## More How-To

- You will need the textbook, the online access code, and a user name and password. **The information for setting up the access to the online course is included with the Student Guide and online access code. Follow those instructions carefully. You cannot enter the online course without this information!**
- Remember, you will need the textbook, the online access code (called **a keycode**), and a user name and password. The information for setting up the access to the online course is included with the Student Guide and online access code. Follow those instructions carefully. You cannot enter the online course without this information!  
NOTE: You cannot share the keycode with another learner. The keycode is tied to your work in the course, so sharing will not work.  
ANOTHER NOTE: You need a different keycode for each Rockwell course you use. If you are taking four classes that use the Rockwell system, you will need four different, separate keycodes.
- To use the online course, after you have received your password, go to <http://www.rockwelleducation.com/> and log on by entering your User ID and password.
- The Pre-test does not count toward your grade. It will be used to help you judge your starting knowledge ... and it will help us monitor the effectiveness of the online course. Please complete the Pre-test as soon as you access the online course.
- Recommendation: Work through the course by reading a chapter of the text and doing the exercises. Try to do this BEFORE the live class. Then do the chapter work online. This will reinforce your learning.
- **If you experience any difficulties during the online registration process, please contact Rockwell at 1-800-221-9347.**

- And ... Get started right away. Work in small chunks. Take breaks. Do not procrastinate. And if you need help, send email to [mwelc@saddleback.edu](mailto:mwelc@saddleback.edu).

## About the Final

- Your final exam will be administered online, inside the Rockwell course. You have THREE hours to take the FIRST Final in RE 170/Real Estate Principles. The online system will give you five hours, but your professor allows you only three hours to complete the first final exam for RE170/Real Estate Principles. Your professors can see all your work and time spent.
- The Final has 150 multiple choice questions.
- Also, please complete the Final exam in *one sitting*, just as you would in a live class. This does not mean you cannot take a break for a few minutes. You may exit the Final if you wish to take a break. The system will remember your answers and you can pick up where you left off.
- The system will allow you three attempts on the Final. ONLY THE FIRST ATTEMPT COUNTS TOWARD YOUR GRADE!

## About the Essay

- The essay should be between 500 and 600 words. This is about a page and a half.
- Write on a topic of your own choosing, as long as it is *related to course content (and has value for the student writer)*!
- The **essay** may be submitted in person or by mail addressed to Martin Welc, Real Estate, BGS 202, Saddleback College, 28000 Marguerite Parkway, Mission Viejo, CA 92692. It may also be submitted by email to [mwelc@saddleback.edu](mailto:mwelc@saddleback.edu). The hard copy essay is due no later than 5:00 pm of the last **weekday** of the course as listed in the class schedule. Or you may send a text email of the essay on or before the last scheduled day of the class by 12, midnight. The last day of the course is posted on our web page, [www.saddleback.edu](http://www.saddleback.edu) and may also be found in your enrollment information for the class.

## Grade Computation

Your grade will be based on your classroom attendance and participation, quizzes and Final Exam scores, and your essay. The Progress Test ("midterm") does NOT count toward your grade. Your grade will be computed according to the percentage correct/possible of all questions and the essay. The Final exam is 75 percent of your grade. The challenge and cumulative exercises are worth 20 percent of your grade. The essay is worth 5 percent of your grade.

### GRADE WEIGHTING

First Final Exam Attempt	75%
Average quiz score	20%
Essay	5%
Total	100%

### GRADE COMPUTATION

90-100%	= A
80-89%	= B
70-79%	= C
60-69%	= D
< 59%	= F

**\*\*\*IMPORTANT GRADE INFORMATION\*\*\***

The Family Rights and Privacy Act of 1974 restricts the release of certain student information such as grades. Therefore, please **do not call for grade information**. Your performance score/grade will be mailed to you if you provide your instructor with a self-addressed, stamped envelope or postcard at the Final Exams, or you may go to <http://www.socccd.org/grades>.

If you decide to drop this course, **you must** go to the Office of Admissions and Records in the Student Services Building.

**If you fail to officially drop** and do not complete the course, **you will receive an "F" on your permanent record. This is a College rule. Your instructor cannot change it.**

### **Disability Accommodations**

If you have specific disabilities and require accommodations, please let me know early in the semester, so that your learning needs may be appropriately met. You will need to provide documentation of your disability to the Special Services Office in Student Services Center, Room 113.

Students with disabilities, including non-visible disabilities such as chronic diseases, learning disabilities, head injury and attention deficit disorder, are encouraged to contact the instructor to discuss appropriate accommodations that might be helpful to them.

Students with disabilities who may need academic accommodations should discuss options with their professors during the first two weeks of class.

Any student with a documented disability needing academic adjustments or accommodations is requested to speak with the instructor. All discussions are and will remain confidential.