

REAL ESTATE PRINCIPLES
DE ANZA COLLEGE
REST-050.-61

INSTRUCTOR: MIA PARK
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650.947.4680 / 408.836.4442

CLASSROOM: Forum One
Monday
6:00 – 9:50 PM
Winter 2016

OFFICE: Inter Real Estate Services
496 First St., Suite 200
Los Altos, CA 94022
www.TeamMiaPark.com

COURSE OBJECTIVES:

1. Have a general understanding of a home purchase and sale transaction.
2. Have a general foundation in aspects of real property and real estate.
3. Introduce the knowledge necessary to taking the California Real Estate Exam for Real Estate Sales Associate.

COURSE FORMAT:

Most of our meetings will be lectures. We will have a thorough overview of the theoretical and practical aspects of the real estate business. Students are encouraged to ask questions at any time, you may also e-mail your questions & answers will be provided at next class session.

EXAMINATION AND COURSE EVALUATION:

Course Grades: A letter grade of A, B, C, D, or F will be awarded based on the two midterms and final exam with a maximum of 400 points. All tests will be multiple choice. **Please bring a Par score answer form to each exam.**

Grading Scale:

	A	B	C	D	F
Exam 1	135 - 150	120 - 134	105 - 119	90 - 104	89 - 0
Exam 2	90 - 100	80 - 89	70 - 79	60 - 69	59 - 0
Final Exam	135 - 150	120 - 134	105 - 119	90 - 104	89 - 0
Final Grade	360 - 400	320 - 359	280 - 319	240 - 279	239 - 0

TEXT: CALIFORNIA REAL ESTATE PRINCIPLES
By: SHERRY SHINDLER PRICE

REAL ESTATE PRINCIPLES

Mia Park

COURSE GREENSHEET

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DATE	CHAPTER #	LESSON SCHEDULE
1/4	Introduction / Ch 1	Introduction / CA Diversity
1/11	Ch 2 & 3	Property, Estates & Ownership / Encumbrances & Transfer of Ownership
1/25	Ch 4, 5 & 6	Contracts: The Basics / Agency Relationships / Real Estate Contracts
2/1	Ch 7	Disclosures in Real Estate / Review
2/8	MIDTERM 1 / Ch 8	Chapters 1-7: 150 Q (6:00 pm) / Escrow & Closing
2/22	Ch 8, 9 & 10	Escrow & Closing / Real Estate Finance: Loans / Lending Institutions
2/29	Ch 11, 12 & 14	Valuation & Appraisal/ Land Use, Subdivision & Housing / Real Estate Specialization
3/7	Ch 13 & 15	Real Estate Brokerage / Getting & Keeping Your Real Estate License / Review
3/14	MIDTERM 2	Chapters 8-15: 100 Q (6:00 – 8:00 pm)

3/ 21 FINAL EXAM 150 Q's (comprehensive) (6:00 – 8:00 pm)

NOTES:

- ❖ Important! Please remember your **Par score** (red) & #2 pencil for all exams, these items will not be provided by the instructor. Also save your exam, mark correct answers & use as a study guide for the Final Exam.
- ❖ Cell phones are a big distraction, please make sure to **silence** them during class!
- ❖ **It is your responsibility to Withdraw from this class; otherwise, you will receive a letter grade for this course.**
- ❖ This class fulfills *one* of the required courses to apply for the State of California Licensing Exam.
- ❖ I am looking forward to helping each of you achieve your individual goals in Real Estate Principles.