

REAL ESTATE PRINCIPLES

Instructor: Lance Shoemaker
408-741-2436
Lance_Shoemaker@westvalley.edu

Office: Business Division Building Office "O"

Textbook

California Real Estate Principles, 10th Edition

Course Description

This introductory course covers the basic understanding, background, and terminology necessary for advanced study in specialized courses such as Real Estate Practices, Legal Aspects of Real Estate, Real Estate Economics, and Real Estate Appraisal. This course will acquaint the student who has little or no training or experience in real estate with an understanding of real estate theory and various real estate topics. This course will also summarize information required for the State of California real estate license examinations. However, considerable outside study is advised. This course also applies toward the educational requirements of the California Real Estate Broker's license examination as an elective. A summary of the topics covered in this class are in the reading list, which will be distributed in class. The course will have an emphasis on residential real estate. We will try to apply many of the concepts discussed in this class to the real estate market in the Bay Area and in California.

Course Objectives

- 1) To understand the real estate profession in California.
- 2) To understand the legal and ethical requirements of being a real estate professional in California.
- 3) To understand what is unique about real estate.
- 4) To develop a foundation for study in advanced real estate courses.
- 5) To have an appreciation for various considerations in real estate transactions.
- 6) To prepare for the California real estate salesperson and real estate appraiser license exams.

Course Contents

During this course we will try to cover all of the chapters in the textbook.

Tentative Reading Schedule

To be distributed in class.

Assignment Due Dates

The homework assignment will be explained in a separate handout, to be distributed later in the semester.

Grading

Your grade will be based upon:

1) 1 project assignments worth a total of	250 points
2) 2 mid-term exams worth a total of	300 points
3) 1 final test	250 points
4) class participation	100 points
6) attendance	<u>100 points</u>
Total:	1000 points

Project Assignments

The project assignment will be provided separately. Students are expected to provide their project in typewritten essay form, using 12-point font, Times New Roman, and the papers must have a 1-inch margin left and right, top and bottom. Late assignments will be penalized 10% for each day they are late.

Tests

The tests will cover lecture material, textbook readings, class discussions, and homework assignments. The tests may cover things in the textbook that we did not discuss in class. The tests will probably be a combination of multiple choice, short answers, and essay questions. The final test will cover the entire class.

Students will be expected to bring their own scantron form and a #2 pencil to each test. The final will be cumulative, with more emphasis on topics covered in class since the midterm exam.

Participation

Students are expected to be ready to discuss the readings in class. I will call on students to answer various questions. I will also pose general discussion questions to the class. Class participation is encouraged and everyone should have the opportunity to share his or her opinion. Class participation is important to the learning process of everyone, which is why attendance and participation constitute 20% of your grade.

Extra Credit

Students are encouraged to bring in news articles that touch upon topics we have discussed in class. A student will receive 5 points extra credit (up to a maximum of 20 points per student) for every article they bring that complements the current lesson or past class discussions/readings. In order to receive credit, students must give a 2-3 minute explanation of the article, and explain how it relates to the class. Students should let me review the article first before presenting it in class, and students should briefly indicate in writing how the article relates to the class. I will determine whether the article is relevant to the class and is deserving of extra credit.

Attendance

I will take roll at the beginning of every class as part of your participation grade. If you decide not to take the class, please be sure to drop the class yourself. It is not my responsibility to do that for you. If you are late (meaning you are not in your seat when I take attendance) or if you leave early, I will count your attendance as one-half credit for that day.

Student Responsibility

Each student is responsible for completing all assignments and attending class. Dropping this class is the responsibility of the student. There will be no Internet, text-messaging, or e-mail use during class. If a student is found to be doing so, they will receive one warning. If the behavior continues, the student will not be allowed to return to class and will receive a no credit. All cellular phones and pagers must be turned off or put in vibrate mode. If your cell phone rings during class time I will discount your attendance for that day by one-half credit. If you know that you need to leave early, please sit near an exit so as not to disturb the class. Please also be on time to the class. Please read the sections entitled "Students" and "Student Conduct Code" in the West Valley College Catalog.

Information Technology

You will need to have access to the Internet in order to complete some of the assignments for this class. Additionally all assignments should be typewritten. If you do not have access to a computer please be aware that there are computer labs on campus available for students in the Tech Center Assistance at the Tech Center is limited to hardware troubleshooting. Please understand the personnel can answer one or two questions about the software program you are learning but are unable to provide step-by-step help. If you need such help, please go to Tutorial Services at 741-2038.

Safety

In the event of evacuation of the classroom, please be prepared to take your valuables and go to Parking Lot 3 by the Bus Stop. Once there, the instructor will take roll.

Disability

West Valley College makes reasonable accommodations for persons with documented disabilities. Students should notify the Disability and Educational Support Program at 741-2010 of any special needs.

No Legal Advice

Although I am an attorney, please do not ask me for help, advice, or guidance with a personal legal problem.