

SYLLABUS  
PART I  
EDISON COMMUNITY COLLEGE  
RLE 111S PRINCIPLES & PRACTICES OF REAL ESTATE  
3 CREDIT HOURS

**COURSE DESCRIPTION**

General introduction to real estate as a business and as a profession with information of value to prospective professionals, as well as persons not engaged in real estate business. Topics include license law, ethics, purchase agreements, escrow and title work, advertising, appraisals, sales, market trends, taxes, assessments, economic influences, and Internet application.

**COURSE GOALS**

The students will:

Bloom's Level		Program Outcomes
3	1. Demonstrate an appreciation of real estate as an enjoyable asset.	6
3	2. Define the vocabulary associated with the field of real estate.	7
2,1	3. Describe the basic relationships a real estate sales person has in performing his duties.	7
1	4. State the requirements of getting a real estate license.	9
2	5. Explain the basic principles in real estate funding.	8
2	6. Explain the basic principles of establishing the value of real estate.	8
2,1	7. Describe the advantages and disadvantages of owning a home.	7
2	8. Explain how the Internet impacts the real estate field.	11

**CORE VALUES**

The Core Values are a set of principles which guide in creating educational programs and environments at Edison. They include communication, ethics, critical thinking, human diversity, inquiry/respect for learning, and interpersonal skills/teamwork. The goals, objectives, and activities in this course will introduce/reinforce those Core Values whenever appropriate.

**TOPIC OUTLINE**

1. Real estate terminology
2. Concepts of home ownership
3. Real estate brokerage
4. Listing agreements
5. Ownership and how interest are held
6. Legal descriptions
7. Real estate contracts
8. Real estate license laws
9. Real estate titles transfers and recording
10. Real estate financing
11. Appraisal
12. Real estate investing
13. Internet