

REAL ESTATE

2430:

- 105 REAL ESTATE PRINCIPLES** *3 credits*
Introduction to real estate as a profession, process, product and measurement of its productivity. The student is responsible for reading and discussions relative to real estate and the American system.
- 185 REAL ESTATE LAW** *3 credits*
Prerequisites: 105. Contents of contemporary real estate law. The student is responsible for readings covering units on estates, property rights, license laws, contracts, deeds, mortgages, civil rights, and zoning.
- 245 REAL ESTATE FINANCE** *2 credits*
Prerequisites: 105, 185. Study of contents of contemporary real estate finance. Units on reading and discussion include mortgage instruments, financial institutions, mortgage market, governmental influence on finance, and risk analysis and mortgage lending.
- 255 VALUATION OF RESIDENTIAL PROPERTY** *2 credits*
Prerequisites: 105, 185. Methods used to estimate value in residential property including cost of reproduction, market data and income approach. Student prepares an appraisal on a residential property.
- 265 REAL ESTATE BROKERAGE** *2 credits*
Prerequisites: 105, 185. Application of management functions of planning, organizing, directing, controlling and staffing to real estate brokerage office. Student activities include reading, discussion and research.
- 275 SPECIAL PROJECT IN REAL ESTATE** *2 credits*
Prerequisites: 105, 185, 245, 255, and 265. Student demonstrates knowledge of real estate by preparing a written report covering brokerage process as it relates to a parcel of property.