

# REAL ESTATE (SO CAMPUS) (RE)

---

## RE 170C Essentials of Real Estate 3 Hours

This course is a prerequisite to ALL 100 and 200 level Real Estate courses. A course designed to introduce the student to the economic, social, environmental, governmental and legal setting of real estate in the United States. The unique aspects of real estate as a commodity, an investment medium, and a provider of shelter are discussed. The course explores the many career areas in the real estate industry as well as the informational needs of the homeowner.

*Recent Term(s) Offered: fall 2021; fall 2022; fall 2023*

## RE 171C Real Estate Brokerage Operation 3 Hours

A course designed to teach the theory and mechanics of real estate brokerage operations. The preparation of the many contracts used in real property transactions is covered. Proficiency is developed in preparing and executing closing statements, applying the fundamentals of advertising and salesmanship to real estate, and understanding the ethical responsibilities of market participants.

**Prerequisite(s):** RE 170C

*Recent Term(s) Offered: spring 2021; summer 2021; fall 2021; spring 2022; summer 2022; fall 2022; spring 2023; summer 2023; fall 2023*

## RE 172C Real Estate Marketing 3 Hours

Both the theory and practices of real estate market analysis are covered. Market trends and opportunities are studied within the context of the legal, political, physical, aesthetic and ethical constraints and alternatives faced. A variety of approaches are studied including land use, cost benefits, economic base, input, output, compatibility, highest and best use, and property productivity studies.

**Prerequisite(s):** RE 170C

*Recent Term(s) Offered: spring 2021; summer 2021; fall 2021; spring 2022; summer 2022; fall 2022; spring 2023; summer 2023; fall 2023*

## RE 272C Real Estate Finance 3 Hours

This course examines the various methods of financing real estate transactions from the point of view of lenders, developers, builders, speculators and owners. The institutional structure within which they operate as well as the decision processes of these parties as they choose the form of business entity and negotiate terms and conditions in order to achieve yield objectives within the constraints of acceptable risk levels are studied.

**Prerequisite(s):** RE 170C

*Recent Term(s) Offered: spring 2021; spring 2022; spring 2023*

## RE 273C Real Estate Law 3 Hours

Examines the legal aspects of the real estate business, including brokerage, legal real estate instruments, contracts, and obligations.

**Prerequisite(s):** RE 170C

*Recent Term(s) Offered: fall 2021; fall 2022; fall 2023*

## RE 274C Real Estate Appraisals 3 Hours

This course is designed to introduce the student to the theory and practice of real property valuation. Students will be required to complete a demonstration appraisal report on a residential property. Basic concepts in income capitalization are also studied.

**Prerequisite(s):** RE 170C

*Recent Term(s) Offered: spring 2021; spring 2022; spring 2023*

## RE 275C Property Management 3 Hours

The theory and techniques of real estate resource utilization. Specific applications to various types of property are presented. Topics such as tenant selection, maintenance, landlord-tenant relations, credit and collections, and lease negotiation techniques are included.

**Prerequisite(s):** RE 170C and RE 172C

*Recent Term(s) Offered: None*

## RE 276C Real Estate Investment Analysis and Management 3 Hours

Application of investment principles and analytical techniques to real property. This course concentrates upon the determination of the financial feasibility of realty investments and the effects of financing, income taxes, and entity selection upon investment profitability.

Concepts of individual and corporate portfolio management are included.

**Prerequisite(s):** RE 170C and RE 172C and RE 272C

*Recent Term(s) Offered: None*

## RE 278C Internship-Real Estate 3 Hours

A structured internship to provide the advanced student with a practical working learning experience. Note: Permission of instructor required.

*Recent Term(s) Offered: None*

## RE 280C Advanced Real Estate Appraisal 3 Hours

Principles of income property valuation and analysis of the equity position in real estate investment. Cash-flow analysis, mortgage-equity analysis, the impact of debt restructuring or refinancing, and property sale on value are studied.

**Prerequisite(s):** RE 170C and RE 274C

*Recent Term(s) Offered: None*

## RE 281C Land Development Process 3 Hours

The development process within the constraints imposed at various levels of government is viewed. The student is taken through the process from idea to post design evaluation. Elements of cost effective and creative land use, design standards, building arrangements, parking and street design are studied.

**Prerequisite(s):** RE 170C and RE 172C and RE 272C and RE 276C

*Recent Term(s) Offered: None*