## Real Estate

### Learning Outcomes
After completing courses in Real Estate, a student will be able to:

- Identify and evaluate the legal issues affecting real estate practices;
- Analyze and solve real estate finance and economics problems;
- Apply real estate appraisal principles and procedures.

### FOR CALIFORNIA STATE REAL ESTATE SALESPERSON LICENSE
West Valley College offers all of the required courses that a student needs to take in order to obtain a Salesperson’s license. The California Department of Real Estate requires that an individual take three real estate-oriented classes and pass the state Real Estate Salesperson exam before obtaining a renewable Real Estate Salesperson’s license. A Salesperson’s license is necessary in California for a person to be able to buy or sell real estate on another’s behalf. In order to qualify to take the Real Estate Salesperson exam, an individual must take the following classes:

### Requirements:

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<tr>
<th>Course</th>
<th>Units</th>
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<tr>
<td>RLST 090</td>
<td>3</td>
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<tr>
<td>RLST 091</td>
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<td>And one of the following:</td>
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<td>BUSN 028</td>
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<td>RLST 092</td>
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<td>RLST 093A</td>
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<td>RLST 095A</td>
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<td>RLST 096A</td>
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<td>RLST 099</td>
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### RLST 090 PRINCIPLES OF REAL ESTATE
3 units  
Lecture 3 units; lab 0 units  
Acceptable for credit: California State University  
This is a required course to obtain a Real Estate Salesperson license. This course summarizes information required for the State of California Real Estate Salesperson’s license examination. This course covers the basic background and terminology necessary for advanced study in other real estate courses. This course is intended to acquaint students with little or no training or experience in real estate with the real estate industry. This course also applies toward the educational requirements for the California Real Estate Broker’s license examination. Pass/No Pass Option

### RLST 091 REAL ESTATE PRACTICE
3 units  
Lecture 3 units; lab 0 units  
Advisory: RLST 090  
Acceptable for credit: California State University  
Real Estate Practice is an overview of the operational methods of a real estate business and the procedures used in a typical real estate transaction. The course covers the day-to-day operations of a real estate office, with an emphasis on topics such as listings, purchase and sale agreements, advertising, financing, escrows, taxation, and appraisal. This course summarizes information required for the State of California real estate license examinations. This course is required for a Real Estate Salesperson’s license and for a Real Estate Broker’s license. Pass/No Pass Option

### RLST 092 REAL ESTATE ECONOMICS
3 units  
Lecture 3 units; lab 0 units  
Acceptable for credit: California State University  
This course provides students with the opportunity to analyze the causes and effects of value fluctuations in real estate, the nature of land development, socioeconomic factors, and what is considered a good or bad real estate investment. Students distinguish between general and specific governmental controls affecting real estate activity and analyze the effect of local, state and federal taxes on real estate activity. Students apply basic economic principles to understand how land values are influenced by multiple factors. This course applies toward the educational requirements of both the California real estate broker’s and the California real estate salesperson’s license examination. Pass/No Pass Option

### RLST 093A LEGAL ASPECTS OF REAL ESTATE I
3 units  
Lecture 3 units; lab 0 units  
Advisory: RLST 090  
Acceptable for credit: California State University  
This is a fundamental real estate law course covering the basic understanding, background, and terminology necessary for advanced study in specialized real estate courses. This course is designed for students with little or no training or experience in real estate law. The purpose of the course is to introduce students to legal issues that arise in real estate and to enable students to identify, interpret, and solve fundamental legal problems inherent in real estate transactions and in the real estate profession. This course summarizes information required for the State of California real estate license examinations. This course also applies towards the educational requirements for a California Real Estate Broker’s license, and can also be applied as an elective for the Real Estate Salesperson’s license requirements. Pass/No Pass Option