

Real Estate 190
Real Estate Principles
Student Learning Outcomes

Upon successful completion of this course, students will be able to:

- 1) Describe how one may qualify to be a real estate agent and identify continuing education requirements.
- 2) Distinguish between the various methods of acquiring and transferring real property, describe the methods of holding title, identify the requirements of a valid deed, and evaluate how legal encumbrances (liens, easements, and encroachments) affect the use and value of real property.
- 3) Describe how a fiduciary relationship is created between a real estate agent and client, evaluate the responsibilities arising from that duty, identify the essential elements of a real estate contract, and determine which forms (listing agreement, purchase contract, disclosure, etc.) to use in a specific real estate transaction.
- 4) Formulate the best loan package and appraisal approach for various purchases.
- 5) Analyze the duties the landlord and tenant owe each other.
- 6) Evaluate the consequences of failing to comply with state and federal fair housing, income tax, environmental, and subdivision laws.