

## CUMBERLAND COUNTY COLLEGE

Course: RE 101: Real Estate Salesperson

Credits: 5

Prerequisites: High school diploma or equivalent and no past criminal history. These are requirements by the State of New Jersey.

Description:

Designed to provide the student with the necessary information to sit for the New Jersey Real Estate Salesperson licensure exam. Topics include property rights, contracts, leases, deeds, and title transfer, mortgages, settlement procedures, appraising, and administrative regulations. This course will satisfy the state requirements for course work in real estate.

Learning Outcomes:

At the completion of this course, students should be able to:

- Feel familiar with New Jersey real estate license laws;
- Be able to distinguish personal property from real estate;
- Know various methods of ownership of real property;
- Know various ways in which real estate can be financed;
- Understand contractual agreements;
- Be familiar with leases;
- Fundamentally comprehend appraising for purposes of determining value for sale and for tax purposes;
- Be familiar with various forms of mortgages;
- Basically know the role of government in real estate.

Topical Outline:

- Real Estate Licensing
- Commission Rules and Regulations
- What is Real Estate?
- Estates and Interests
- Ownership of Real Estate
- Real Estate Taxes
- Land-Use Regulations and Environmental Issues
- Agency, Brokerage and Ethical Considerations
- Fair Housing
- Listing Agreements
- Real Estate Contracts
- Leases: Landlord and Tenants
- Mortgages
- Financing I: Conventional, FHA & VA Loans

- Financing II: Primary & Secondary Markets
- Appraisal
- Investments & Business Brokerage
- Subdivision & Development
- Legal Descriptions & Deeds
- Transfer of Title
- Public Records, Titles & Closing
- Real Estate Mathematics
- Cumulative Review Quizzes
- Practice License Examination

Text: Lank, *Essentials of NJ Real Estate* (12<sup>th</sup> ed.). Dearborn.

Student Assessment: Assessment may be accomplished through projects, portfolios, exams, presentations and/or papers.

Academic Integrity: Plagiarism is cheating. Plagiarism is presenting in written work, in public speaking, and in oral reports the ideas or exact words of someone else without proper documentation. Whether the act of plagiarism is deliberate or accidental [ignorance of the proper rules for handling material is no excuse], plagiarism is, indeed, a “criminal” offense. As such, a plagiarized paper or report automatically receives a grade of **ZERO** and the student may receive a grade of **F** for the semester at the discretion of the instructor.

Note: If you are having difficulty with work in this class tutoring is available through the Success Center. If you think that you might have a learning disability, contact Project Assist at 856.691.8600 x 282 for information on assistance that can be provided to eligible students.

### **Before Withdrawing From This Course**

If a student experiences adverse circumstances while enrolled in this course and considers withdrawing, s/he should see an advisor (division or advisement center) **BEFORE** withdrawing from the class. A withdrawal may cause harmful repercussions to completion rate standards and overall GPA which can limit or eliminate future financial aid in addition to causing academic suspension.