

Su 2025

REST 350 – Real Estate Principles

Instructor: Michael Gough

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REST 50 is for credit 350 non credit – both qualify as one of the courses to sit for CA REST Sales Exam

Instructor: Michael Gough goughmichael@fhda.edu

Office hours via Zoom 5PM Mondays

Real Estate Principles

4 Unit(s)

Text: California Real Estate Principles Dearborn Publishers, 12th ed

- **Description:** Fundamental principles of real estate: economics, law, working concepts, forms and terminology. Course applies toward the educational requirements of the California Real Estate Salesperson and Broker license examinations.

Student Learning Outcome Statements (SLO)

- **Student Learning Outcome:** Demonstrate a knowledge of how real property is described, acquired, appraised, financed, encumbered and leased;
- **Student Learning Outcome:** Describe how title to real property is held in California
- **Student Learning Outcome:** Evaluate factually simple real estate contract issues from a buyer's, seller's and real estate agent's perspective and identify and evaluate ethical issues in a California real estate context.

II. Course Objectives

- A. Identify the principle methods of describing real property.
- B. Identify the various ways to acquire real property in California.
- C. Identify and explain the key elements of the Deposit Receipt, Listing Agreement and Home Buyer's Analysis.
- D. Recognize, define, and compare liens and encumbrances.
- E. Illustrate comprehension of a home purchase and sales transaction.
- F. Distinguish between government financing and conventional financing.
- G. Examine and interpret basic real estate law and contract law.
- H. Demonstrate mastery of knowledge preparatory to taking the California Real Estate Exam for Real Estate Salesperson.
- I. Recognize and differentiate between the basic types of real property leases.
- J. Identify the requisites of a valid deed and escrow.
- K. Illustrate the basic appraisal process and evaluate residential real property values.
- L. Identify and calculate the primary tax advantages and disadvantages in owning real property.

Grading

Midterm Exam – 30 multiple choice questions from Text 60 points total

Final Exam – 50 multiple choice questions from Text 100 points total

Class exercises/discussions in Canvas – 45 points total

Total points: 205 points

90%^ A

80%^ B

70%^ C PASS

69% and below FAIL

REST 350 IS NON-CREDIT – PASS/NO PASS

Class Policies

If you have enrolled in REST 50 you have enrolled in a CREDIT course. However, this Real Estate Finance course is offered both for credit and noncredit. Passing either course can be used towards sitting the official DRE Salesperson license exam.

Students enrolled in REST 50 and REST 350 will be joined together into the same Canvas shell. REST 50 and REST 350 course assignments and instruction are identical.

Here are some quick facts about our Real Estate NON-CREDIT courses:

1. Noncredit courses cannot be used towards any De Anza Associate Degree or Certificates of Achievements.
2. Noncredit courses are not accepted for transfer credit at other institutions.
3. REST 50 and REST 350 cannot both be taken the same quarter.

More noncredit real estate information: <https://www.deanza.edu/realestate/noncredit.html>

For general noncredit information: <https://www.deanza.edu/noncredit/>

HARDWARE REQUIREMENTS

A Windows PC or Mac is required to complete this course using a Chrome browser. Smart phones or tablets are not compatible with this course.

REQUIRED COURSE ORIENTATION VIDEO

The course orientation video can be viewed from within Canvas (<https://deanza.instructure.com>) on the first day of class or at <http://windows.deanza.edu/video>. A high-speed Internet connection is needed to view this course orientation. If you are connecting from home, this means you will need cable modem, DSL connection or fiber connection.

CANVAS INSTRUCTIONS

You will be using the Canvas web site to post questions on the discussion forum and complete your assignments. Please note that you will not be able to log into the Canvas course until the first day of instruction.

Canvas is required for all De Anza online courses. All assignments can be found in Canvas. Please complete the assignments in the order found in the Canvas weekly schedule. Do not complete any course lessons in anywhere except Canvas. Specifically, do not complete your course lessons on the Rockwell website.

Please do not turn off Canvas “Announcements”. Students who turn off Announcements are responsible for information they have missed.

To log on to Canvas go to <https://deanza.instructure.com> and then follow the instructions provided.

WEEKLY DISCUSSIONS

Answer the discussion- homework questions each week thoroughly - in some cases, you will be asked to offer your opinion on the matter - make sure you support your arguments when that takes place. These are designed to help prepare you for the exams as well as indicating issues that tend to be of an important focus in the real estate discipline

Students with Disabilities:

If you have a disability-related need for reasonable academic accommodations or services in this course, provide me with a Test Accommodation Verification Form (also known as a TAV form) from Disability Support Services (DSS) or the Educational Diagnostic Center (EDC). Students are expected to give five days notice of the need for accommodations. Students with disabilities can obtain a TAV form from their DSS counselor (864-8753 DSS main number) or EDC advisor (864-8839 EDC main number).

Academic Integrity Agreement:

In registering for this course there are certain requirements that must be met in order to complete it successfully:

1. By completing the orientation you pledge that all work done in the course is your own.
2. You understand that all work must be submitted on time or early in Canvas or any other required method.
3. You recognize and fully accept that the midterm must be taken as scheduled, online, and if you miss the midterm you will likely need to withdraw from the course to avoid a failing grade.
4. You recognize and fully accept, that the final exam must be taken at the scheduled time.
5. You recognize and accept that in enrolling in the class that all matters of registration, course attendance and required dates for withdrawal must be followed in accordance with DeAnza policy and enrollment and enrollment management is your responsibility.

Cheating and plagiarism will not be tolerated in the course and will result in the sanctions policy indicated by the Foothill-DeAnza District – a failing grade on the assignment and you will be reported

REST 50/350 online		Dearborn Prin of CA Real Estate 12th ed		Dearborn
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Date	Readings			Assignment
6/30/25	Ch 1-2	<i>Read assigned chapters and take optional quizzes at end of each chapter</i>		Complete Orientation in Canvas or you will be dropped as a no-show by July 4
7/7/25	Ch 3-5			Disc 1 due July7
7/14/25	Ch 6-7	Midterm in Canvas July 16-19	ch1-7	Midterm
7/21/25	Ch 8-10			
7/28/25	Ch 11-13			Disc 2 due July28
8/4/25	Ch 14-15	Final Exam in Canvas Aug4-6	ch 1-15	Final Exam and last discussion due Aug6

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