Mt. San Jacinto College
Integrated Course Outline of Record

Form B

Submitted by: David Lynch **Date:** 06/25/2020

Department	Subject	Course Number	Title
Real Estate	Real Estate RE	506	Real Estate Economics (formerly RE-145)

Units/Hours

Each lecture unit requires 1 hour per week of class time, and 2 hours per week of study outside of class.

Each laboratory unit requires 3 hours per week of class time.

Each activity unit requires 2 hours per week of class time and 1 hour per week of study outside of class.

Lecture Units
3.00

Total Units
3.00

Lecture Contact Hours
48.00 - 54.00

Total Contact Hours
48.00 - 54.00

Lecture Homework Hours
96.00 - 108.00

Stand Alone:

Program Applicable

AA/AS Degree General Ed Breadth Area(s):

-none-

General Education Justification:

Maximum Enrollment: 40

Maximum Enrollment Justification: Justification:

Grading Method: Letter Grade or P/NP

TOP code: 0511.00*

Can be Taken 1 **time(s) for credit** (max 4)

- Visual or Performing Arts course that is required to meet major requirements for UC/CSU

- Intercollegiate athletics course
- Academic/vocational competition course

Catalog Description:

(Please do not refer to transferability or degree, certificate, or employment concentration applicability. Please only describe the course).

(**75 words** or less in gray box below).

This course is a practical study of the economic aspects of real estate and land use designed to provide a grasp of the dynamic factors which create real estate values and establish trends in real estate markets. This course meets pre-licensing requirements for the California real estate salesperson and brokers exams.

Schedule Description:

(Please do not refer to transferability or degree, certificate, or employment concentration applicability. Please only describe the course).

(**25 words** or less in gray box below).

This course provides practical knowledge of the economic factors impacting real estate: business cycles, supply and demand, valuation, availability of financing for real estate, etc.

Need for the course:

This course meets pre-licensing requirements for the California real estate salesperson and brokers exams. This course is one of the elective courses required for an Associate of Science in Real Estate and a Certificate in Real Estate. This course also provides professional advancement and specialization within the real estate industry.

Prerequisite(s):

Prerequisites go through a separate approval process. See Forms E1-E6 for details.

(For further clarification, contact the Prerequisite Subcommittee)

- RE 101 with a Grade of C or better. and/or
- Real Estate License.

Corequisite(s):

Corequisites go through a separate approval process. See Forms E1-E6 for details.

-none-

Recommend Preparation:

Recommended Preparation goes through a separate approval process. See Forms E1-E6 for details.

-none-

Other Enrollment Criteria:

-none-

Learning Objectives:

(please number each objective and express in behavioral terms)

Upon the completion of the course the student will be able to do the following:

1. Generalize the concepts of supply and demand and how it applies to real estate.
2. Analyze how national, state and local economic factors affect real estate values.
3. Demonstrate how monetary and fiscal policy impact real estate.
4. Evaluate sources of loan funds and the role of the secondary market.
5. Explain the growth patterns and factors that impact cities.

6. Communicate how government regulation affects real estate.
7. Categorize and differentiate planning and land control use (i.e.: zoning and environmental protection).
8. Demonstrate economic decision making.

Course Content:

(please number the outline of main topics and subtopics)

1. Economic principles and Cycles
    a. Economics
    b. Supply and demand
    c. Deflation and Inflation
    d. Basic Real Estate Economic Theories and Principles
2. Economic Theories and Measurements
    a. Economists
    b. Economic Systems
    c. Land and the Reat Estate Market
    d. Types of Competition
    e. Understanding Value
    f. Economic Measurement (tools)
    g. Real Estate Bubbles and Ecoinomic Bubbles
    h. The Bubble Burst
    i. The Great Recession
    j. Economic Stimulus
3. Money and Financing
    a. Money
    b. The Federal Reserve System
    c. Fiscal policy
    d. Balance of Trade
    e. The Federal Government and Financing
    f. The Secondary Mortgage Market
    g. Credit
    h. Loan Funds
    i. Lender Crisis
    j. Other Forms of Loans and Financing
4. Cities: Their Origins and Growth
    a. Prime Time for Cities
    b. Location of Cities
    c. Growth of Modern Cities
    d. Growth Patterns of Cities
    e. How Cities Continue to Grow
    f. Younger Demographics
5. Problems of the Cities
    a. Cities
    b. Other Negative Factors Facing Cities
    c. What's Happening?
6. Overcoming Problems of the Cities
    a. Overcoming Problems of the Cities
    b. Economics and Revitalization
    c. Fighting Blight
    d. Assistance to Buyers
7. The Suburbs and Beyond
    a. What is a Suburb
    b. A History of Suburban Growth
    c. Continued Suburban Growth

- d. Suburbs and Minorities
- e. Taxes and the Suburbs
- f. Nonresidential Growth
- g. Planned Suburbs
- h. No Growth or Limited Growth
- i. The Graying of the Suburbs
- j. Deterioration of the Suburbs
- k. Transportation Problems of the Suburbs
- l. Revitalization of the Suburbs
- m. Boomburgs
- n. Exurbia

8. Government Regulations and Taxes
   - a. Local, State, and National Regulations
   - b. Public Housing
   - c. Subsidized Housing
   - d. Antitrust Laws
   - e. Rent Control
   - f. Development Subsidies and Fees
   - g. Property Taxes (City and County Taxes)
   - h. Agricultural Property Tax Regulations
   - i. Income taxes
   - j. Installment Sales and Exchanges
   - k. Less Government Taxes and Regulations?
9. Housing
   - a. Homeownership
   - b. The Housing Marketplace
   - c. The Rental Marketplace
   - d. Special Housing Markets
   - e. Facts About Home Buying
   - f. New Home Speculation
10. Nontraditional Housing
    - a. Manufactured Homes
    - b. Modular Homes
    - c. Prefabricated Homes
    - d. Precut Homes
    - e. Shell Homes
    - f. Green Homes
    - g. Accessory Dwelling Units
    - h. Elder Cottage Housing
    - i. Multigenerational
    - j. Co-Housing
    - h. Group Homes
    - i. Lofts
    - j. Build-Up Housing (adding a second floor)
    - k. Shared Housing
    - l. Retirement Housing
    - m. Assisted Care
    - n. Life Care Facilities
    - o. Vacations Homes
    - p. Condotels
    - q. Timeshares
    - r. Marina Living
11. Farms and Land
    - a. Farmland Statistics

b. The Farmland Real Estate Market
c. Farm Types
d. Changes in Agricultural
e. The Farm Crisis of the '80s
f. Modern Threats to Agriculture
g. Land

12. Nonresidential Real Estate
    a. The Economy and Value
    b. Location Analysis
    c. Types of Leases
    d. High-Rises
    e. Office Buildings
    f. Hotels
    g. Retail Space
    h. Industrial Property
    i. Changes in Use
    j. Nonresidential Investors
    k. Asbestos Affects Salability
    l. Tax Inversion
13. Planning and Land Use Control
    a. City and County Planning
    b. Environmental Problems
    c. Zoning and Planning
    d. Other Planning and Land Issues
14. The Economics of Development
    a. Basics of Property Development
    b. The Development Industry
    c. The Development Entrepreneur
    d. Dangers of Growth Limitations
    e. Billboards and Development
    f. Speculator's Risk and Development
    g. Profit
    h. Financing the Development
    i. Recreational Developments
15. Economic Decision Making and Fair Housing
    a. Financial Forecasting
    b. Investment Alternatives
    c. Pricing
    d. Rental Decisions
    e. Housing Development Decisions
    f. Financing Decisions
    g. Other Economic Decisions
    h. Noneconomic Decisions
    i. Fair Housing

Methods of Instruction:

Methods of instruction may include, but are not limited to the following:

- **Method:** Lecture
  Integration: Integration of lecture in this course will include instructor lecture, audio visual presentations, PowerPoint and use of the white board. Topics may include: a. Supply and demand b. Government regulations c. Planning and land use d. Economic theories
- **Method:** Case study analysis
  Integration: Case studies will be integrated in this course to evaluate the business cycle, the real estate market,

and economic conditions.

- **Method:** Discussion
  Integration: Class discussions will be integrated in this course to engage students in topics such as supply and demand, economic theory, and current issues related to real estate economics. This can be done face to face or via electronic discussion boards in online format.
- **Method:** Resources and topical materials
  Integration: Resources and topical materials will be integrated in this course to relate current events and trend to real estate economics .
- **Method:** Visiting Lecturers
  Integration: The use of guest speakers will be integrated to this course as available to discuss local economics and market conditions.

Methods of Evaluation:

A student's grade shall be determined by the instructor using multiple measures of performance related to the course objectives. Methods of evaluation may include but are not limited to the following:

- **Method:** Exams and quizzes
  Integration: Exams and quizzes will be used as a method of evaluation to determine student understanding and retention of reading and lecture materials.
- **Method:** Projects
  Integration: Projects and assignments designed to require student critical thinking will be required to evaluate student application of course material.
- **Method:** Class Participation
  Integration: Class participation and discussions to engage students and provide opportunity for student articulation of economic theory, terms, and concepts will be evaluated.

Examples of Assignments:

Students will be expected to understand and critique college level texts or the equivalent. Reading and writing, as well as out of class assignments are required. These assignments may include but are not limited to the following:

1. In report format, identify and describe for the following for the local area. Use regional secondary data to substantiate your statements. Reference all sources used.
a. The current phase of the business cycle
b. Regional real estate supply and demand factors
c. Evaluation of the local real estate market
d. Current opportunities in residential real estate
2. Gather, track, chart and explain the following national and regional economic data
a. Inflation rate
b. Employment rate
c. Real estate financing interest rates
d. Housing Opportunity Index
3. Evaluate the planning process in a local city or county. Identify and describe:
a. Environmental concerns
b. Community problems (such as traffic)
c. The direction of future development
d. Opportunities

Textbooks:

- Huber W., Messick L. P., and Pivar W. (2016). *Real Estate Economics: 6th Edition-Investor's Silver Edition* Educational Textbooks Inc.. ISBN: 978-16-2684-326-4

Other Resources:

Minimum Qualification

- Real Estate