

# BUSINESS: REAL ESTATE (BUSR)

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**BUSR 40 Landlord-Tenant Law**  
**3 Units** (Degree Applicable, CSU)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Landlord-tenant law and creation of legal documentation to represent the landlord-tenant relationship. Examination of the rights and liabilities of the landlord and the tenant.

**BUSR 50 Real Estate Principles**  
**3 Units** (Degree Applicable, CSU)  
 Lecture: 54

Real estate law, public control, property valuation, finance, and real estate practice. Meets some of the California Real Estate Salesperson and Broker License requirements and meets 30 hours toward Basic Appraisal Procedures 2008 Appraiser Qualifications Board (AQB) requirements for certified-residential/certified-general appraiser license. Also provides 30 hours toward Bureau of Real Estate Appraisers (BREA) requirements for state licensing. Required by the Department of Real Estate (DRE) for all real estate salespersons.

**BUSR 51 Legal Aspects of Real Estate**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Real estate contracts, leases, deeds, foreclosures, homesteads, agency, fair housing including implicit bias, and disclosures. Can be used to meet the additional educational requirements for the salesperson or broker license.

**BUSR 52 Real Estate Practice**  
**3 Units** (Degree Applicable)  
 Lecture: 54

**Corequisite:** *BUSR 50 (May have been taken previously)*

Office procedures and practices in listings, advertising, prospecting, fair housing including implicit bias, financing, exchanges, property management, salesmanship, land utilization, and public relations. Must be completed prior to applying to take the Salesperson License Exam.

**BUSR 53 Real Estate Finance**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Real estate financing sources, loans underwriting, applications, and appraisals. Can be used to meet the additional education requirement of the salesperson or broker license.

**BUSR 55 Real Estate Economics**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

International, national, and local factors that determine the value of real estate.

**BUSR 59 Real Estate Property Management**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Property management for owners and managers of residential and commercial income properties. Meets California real estate license requirements for salesperson and broker.

**BUSR 60 Real Estate Investment Planning**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Investment strategies, techniques, systems, and theories involving all forms of real estate with emphasis on research methods needed for successful investing.

**BUSR 62 Mortgage Loan Brokering and Lending**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

State and Federal laws that govern the practice of mortgage loan brokerage and lending in California as well as mortgage lending history and process. May be used as an elective for the salesperson or broker license.

**BUSR 68 Computer Applications for Real Estate**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Provides real estate licensees, prospective licensees, and other real estate professionals with the information needed to use the technologies currently employed in the real estate industry. Covers web applications, social media marketing technologies, web sites, email, mobile devices, MLS, digital cameras, virtual tours, online programs, and other current technologies. Applies toward CA Department of Real Estate (DRE) Salesperson's and Broker's exam elective requirements.

**BUSR 76 Escrow Procedures I**  
**3 Units** (Degree Applicable)  
 Lecture: 54  
**Advisory:** *BUSR 50*

Escrow procedures including processing of case study sale escrows with and without new trust deed financing, including escrow vocabulary, drawing of documents, and other processing details pertinent to handling escrows from inception to closing. May be used as an elective for the salesperson or broker license.

**BUSR 81 Appraisal: Principles and Procedures**  
**3.5 Units** (Degree Applicable)  
 Lecture: 63  
**Advisory:** *BUSR 50*

Principles and procedures of appraising real property with emphasis on residential properties. Required by Bureau of Real Estate Appraisers (BREA) for all appraisal licenses and by the Department of Real Estate (DRE) for real estate broker license. Provides 60 hours toward BREA requirements for state licensing. Includes all topics listed in Appraisal Qualifications Board (AQB) Basic Appraisal Principles and Basic Appraisal Procedures modules. May be used as the elective course for the salesperson license.