

**READ 110 Power Reading** (4)  
3 hours lecture - 3 hours laboratory  
**Transfer acceptability:** CSU

Intended for students with reading competencies who wish to enhance their reading ability by increasing reading speed, comprehension, fluency, vocabulary, and critical analysis. For students who do not have reading comprehension and vocabulary difficulties.

**READ 115 Vocabulary Enhancement** (2)  
2 hours lecture  
**Transfer acceptability:** CSU

Provides techniques to increase the precision and scope of language for everyday use. Emphasis is on the development of all aspects of college level vocabulary.

**READ 120 Critical Reading** (3)  
3 hours lecture

**Recommended preparation:** READ 110

**Transfer acceptability:** CSU

Conceptual examination and application of critical reading, critical thinking, analysis and logical reasoning in multi-discipline and multi-cultural academic sources. Emphasis on advanced critical reading, logical reasoning/thinking, reflective judgment, and problem-solving skills that will lead to the ability to interpret, analyze, critically evaluate, and advocate ideas.

**READ 197 Reading Topics** (.5 - 4)

Units awarded in topics courses are dependent upon the number of hours required of the student. Any combination of lecture and/or laboratory may be scheduled by the department. Refer to Class Schedule.

**Transfer acceptability:** CSU

Topics in Reading. See Class Schedule for specific topic offered. Course title will designate subject covered.

## Radio and Television

See Digital Broadcast Arts

## Real Estate (RE)

Contact the Business Administration Department for further information.  
(760) 744-1150, ext. 2488  
Office: MD-341

### Associate in Science Degrees -

AS Degree requirements are listed in Section 6 (green pages).  
• Real Estate Broker License Preparation

### Certificates of Achievement -

Certificate of Achievement requirements are listed in Section 6 (green pages).  
• Real Estate Broker License Preparation

### Certificates of Proficiency -

Certificate of Proficiency requirements are listed in Section 6 (green pages).  
• Real Estate Appraisal License Preparation  
• Real Estate Salesperson License Preparation

## PROGRAMS OF STUDY

### Real Estate Appraisal License Preparation

A Real Estate Appraiser Trainee license is required of individuals who are to be employed as appraisers under the control and supervision of licensed or certified real estate appraisers. A license may be obtained by a person who does not immediately intend to be employed by an appraiser. However, no real estate appraisal activity may be performed unless the trainee is in the employ of a licensed or certified real estate appraiser.

An applicant to take the Real Estate Appraisal examination must:

1. Be at least 18 years of age or older.
2. Meet minimum Educational requirements:  
Applicants for the Trainee or Residential license must provide evidence of successful completion of 150 hours of real estate appraisal education, including 15 hours of USPAP (Uniform Standards of Professional Appraisal Practice). Applicants for the Certified Residential license must provide proof of completion of 200 hours of real estate appraisal education (including 15 hours of USPAP).

Palomar College does NOT provide further training that will prepare a student to take the Certified General license.

3. Have the appropriate Experience:  
No experience is required before obtaining the Real Estate Appraiser Trainee license. 2,000 hours and encompassing no less than 12 months of acceptable appraisal experience is required before obtaining the residential license. 2,500 hours and encompassing no less than 2.5 years of acceptable appraisal experience is required before obtaining the Certified Residential license.

This program is designed to meet the educational requirements of two licensing levels of the Office of Real Estate Appraisers (Trainee, and Residential).

### CERTIFICATE OF PROFICIENCY

Program Requirements		Units
RE 100	Real Estate Principles	3
RE 110	Real Estate Appraisal	3
RE 111	Advanced Real Estate Appraisal	3
RE 150	Residential Appraisal	3
<b>TOTAL UNITS</b>		<b>12</b>

AQB/OREA Real Property Appraiser Qualifying Criteria (Effective January 1, 2008)			
OREA License Levels	Basic Education Requirements	College Level Requirements	Experience
Trainee (AT)	150 Hours	N/A	N/A
Residential	150 Hours	N/A	2,000 Hours (accumulated over at least a 12-month period)
Certified Residential (AR)	200 Hours	Associate Degree*	2,500 Hours (accumulated over at least a 30-month period)
Certified General (AG)	300 Hours	Bachelor's Degree**	3,000 Hours (accumulated over at least a 30-month period)

\*In lieu of the Associate Degree, an applicant can complete 21 college semester credits in courses covering: English Composition; Principles of Economics (Micro or Macro); Finance, Algebra, Geometry, or higher mathematics; Statistics; Introduction to Computers; and Business or Real Estate Law.

\*\*In lieu of the Bachelor's Degree, an applicant can complete 30 college semester credits in courses covering: English Composition; Micro Economics; Macro Economics; Finance, Algebra, Geometry, or higher mathematics; Statistics; Introduction to Computers; Business or Real Estate Law; and two elective courses in accounting, geography, ag-economics, business management, or real estate.

## Real Estate Broker License Preparation

Requirements to apply for a Real Estate Broker's License:

To obtain a real estate broker license, you must first qualify for and pass a written Bureau of Real Estate examination.

### GENERAL REQUIREMENTS

- **Age:** You must be 18 years of age or older to be issued a license.
- **Residence:** Proof of Legal Presence in the United States is required. If you are not a California resident, go to [www.brea.ca.gov](http://www.brea.ca.gov) for more information.
- **Honesty:** Applicants must be honest and truthful. Conviction of a crime may result in the denial of a license.
- **Experience:** A minimum of two years full-time licensed salesperson experience within the last five years or the equivalent is required. For further information, see Documenting Experience Requirements for the Broker Examination at [www.brea.ca.gov](http://www.brea.ca.gov).

Continuing education offerings do not satisfy the college-level course requirements for this examination.

Members of the California State Bar are statutorily exempt from the college-level course requirements but still need to demonstrate they have satisfied the two years full-time licensed salesperson experience within the last five years requirement or have at least two years real estate related experience within the last five years while practicing law in California.

Copies of official transcripts are generally acceptable evidence of completed courses. Applicants who have completed the eight college-level courses statutorily required for the broker examination and license are eligible to take the salesperson examination without providing further evidence of education or experience.

### A.S. DEGREE MAJOR OR CERTIFICATE OF ACHIEVEMENT

#### Program Requirements

RE 100	Real Estate Principles	3
RE 105	Real Estate Finance	3
RE 110	Real Estate Appraisal	3
RE 115	Real Estate Practice	3
RE 120	Legal Aspects of Real Estate	3
ACCT 201	Financial Accounting	4
	or	
RE 130	Real Estate Economics	3

#### Electives (Select 6 or 9 units)

If ACCT 201 and RE 130 are both completed, only 6 units are required from the electives below:

BUS 115	Business Law	3
	or	
BUS 117	Legal Environment of Business	3
RE 111	Advanced Real Estate Appraisal	3
RE 140	Introduction to Property Management	3
RE 155	Escrow and the Title Procedures	3

**TOTAL UNITS** 24 - 28

## Real Estate Salesperson License Preparation

A Real Estate Salesperson license is required of individuals who are to be employed as salespersons under the control and supervision of a licensed real estate broker.

Minimum Requirements to qualify to take the Real Estate Salesperson examination:

1. Age – 18 years of age or older.
2. Residence – Must be a legal resident of California.
3. Honesty – License applicants must be honest and truthful.
4. Education – Applicants must provide evidence of successful completion of three courses: Real Estate Principles, Real Estate Practice, and one additional elective course listed below. Completion of the Real Estate Salesperson License Preparation Certificate satisfies the California Department of Real Estate-mandated pre-license requirements.

This program is designed to prepare the student for an entry-level position in the Real Estate sales field.

### CERTIFICATE OF PROFICIENCY

Program Requirements		Units
RE 100	Real Estate Principles	3
RE 115	Real Estate Practice	3

#### Electives (Select 3-7 units)

ACCT 201	Financial Accounting	4
BUS 115	Business Law	3
	or	
BUS 117	Legal Environment of Business	3
RE 105	Real Estate Finance	3
RE 110	Real Estate Appraisal	3
RE 120	Legal Aspects of Real Estate	3
RE 130	Real Estate Economics	3
RE 140	Introduction to Property Management	3

**TOTAL UNITS** 9 - 13

### COURSE OFFERINGS

**RE 100 Real Estate Principles (3)**  
3 hours lecture

**Note:** This course is one of three mandatory classes required to be completed before the Real Estate Salesperson Exam can be taken. A grade of 'C' must be earned in this course before a Real Estate Salesperson License will be awarded.

**Transfer acceptability:** CSU

Basic laws and principles of California real estate. Gives understanding, background, and terminology necessary for advanced study in specialized courses.

**RE 105 Real Estate Finance (3)**  
3 hours lecture

**Recommended preparation:** A minimum grade of 'C' in RE 100 or real estate license

**Transfer acceptability:** CSU

Analysis of real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial, special purpose properties, and land. Conventional and governmental programs emphasized.

**RE 110 Real Estate Appraisal (3)**  
3 hours lecture

**Recommended preparation:** RE 100 or real estate license

**Transfer acceptability:** CSU

An introductory course covering the purposes of appraisals, the appraisal process, and the different approaches, methods, and techniques used to determine the value of various types of property. Emphasis will be on residential and single unit property.

**RE 111 Advanced Real Estate Appraisal (3)**

3 hours lecture

**Recommended preparation:** RE 110 or 130**Transfer acceptability:** CSU

Emphasis will be on the residential sales comparison and income approaches. Covers valuation principles and procedures applicable to both approaches. Includes fifteen hours of the Uniform Standards of Professional Appraisal Practice, required of students applying for the real estate residential and certified residential exam.

**RE 115 Real Estate Practice (3)**

3 hours lecture

**Recommended preparation:** RE 100 or real estate license**Transfer acceptability:** CSU

**Note:** This course is one of three state mandatory classes required to be completed before the Real Estate Salesperson Exam can be taken.

Day to day operations in real estate roles and brokerage, including listing, prospecting, advertising, finance, taxation, investing, sales techniques and escrow. Class will include professional behavior and ethics.

**RE 120 Legal Aspects of Real Estate (3)**

3 hours lecture

**Recommended preparation:** A minimum grade of 'C' in RE 100 or real estate license**Transfer acceptability:** CSU

A study of California real estate law, including rights incident to property ownerships and management, agency, contracts, and application to real estate transfer, conveyancing, probate proceedings, trust deeds and foreclosure, as well as recent legislation governing real estate transactions. Applies toward educational requirement of broker's examination.

**RE 130 Real Estate Economics (3)**

3 hours lecture

**Recommended preparation:** A minimum grade of 'C' in RE 100 or real estate license**Transfer acceptability:** CSU

Deals with those trends and factors which affect the value of real estate; the nature and classification of land economics, the development of property, construction and sub division, economic values and real estate evaluation; real estate cycles and business fluctuations, residential market trends, and real property trends.

**RE 140 Introduction to Property Management (3)**

3 hours lecture

**Transfer acceptability:** CSU

A practical approach to the principles and practices of managing income properties, including leasing, collections, and rent schedule; budget and purchasing, market economics; evictions; maintenance; taxation; and record keeping.

**RE 150 Residential Appraisal (3)**

3 hours lecture

**Recommended preparation:** RE 100 and RE 111**Transfer acceptability:** CSU

Provides specialized training for licensed real estate salespersons, brokers, and appraisers in the methods and techniques used to evaluate residential property.

**RE 155 Escrow and the Title Procedures (3)**

3 hours lecture

**Recommended preparation:** RE 100 or real estate license**Transfer acceptability:** CSU

Escrow procedures including the processing and close of sale and loan escrows, the familiarizations and drawing of documents, prorations, title searches, title reports, and other details pertinent to efficient escrow proceedings.

**RE 197 Real Estate Topics (.5 - 4)**

Units awarded in topics courses are dependent upon the number of hours required of the student. Any combination of lecture and/or laboratory may be scheduled by the department. Refer to Class Schedule.

**Transfer acceptability:** CSU

Topics in Real Estate. See Class Schedule for specific topic offered. Course title will designate subject covered.

**Recreation (REC)**

Contact the Department of Health, Kinesiology and Recreation Management for further information.

(760) 744-1150, ext. 2462

Office: O-10

For transfer information, consult a Palomar College Counselor.

**Associate in Arts Degrees -**

AA Degree requirements are listed in Section 6 (green pages).

- Outdoor Leadership
- Recreation Agency Leader

**Certificates of Achievement -**

Certificate of Achievement requirements are listed in Section 6 (green pages).

- Outdoor Leadership
- Recreation Agency Leader

**PROGRAMS OF STUDY****Outdoor Leadership**

Provides the skills necessary for work as a leader in outdoor activities for federal, state, municipal, and private recreational agencies.

**A.A. DEGREE MAJOR OR CERTIFICATE OF ACHIEVEMENT**

Program Requirements		Units
AJ 100	Introduction To Criminal Justice	3
CE 100	Cooperative Education	3 - 4
EME 100/HE 104	Emergency Medical Responder	3
HE 100	Health Education and Fitness Dynamics	3
REC 110	Community Recreation	3
<b>Group I (Select 1 of the following courses)</b>		
KINE 206	Coaching of Women's Team Sports	1 - 2
KINE 229	Lifeguarding	1.5
KINE 230	Lifeguarding and Emergency Response	3
<b>Group II (Select 1 of the following courses)</b>		
HE 100L	Health Performance Lab	1 - 2
KINE 114A	Beginning Walkfit	1 - 2
KINE 114B	Intermediate Walkfit	1 - 2
KINE 114C	Advanced Walkfit	1 - 2
KINE 128A	Wellness Modalities- Cardio	1 - 2
KINE 128B	Wellness Modalities-Muscular	1 - 2
KINE 128C	Wellness Modalities- Functional	1 - 2
KINE 128D	Wellness Modalities- Periodization	1 - 2
<b>Group III (Select 1 of the following courses)</b>		
KINE 150A	Beginning Weight Training	1 - 2
KINE 150B	Intermediate Weight Training- Strength Training for Total Fitness	1 - 2
KINE 150C	Advanced Weight Training- Power Lifting and Plyometrics Training	1 - 2
KINE 204A	Off Season Sports Conditioning I	1 - 2
KINE 204B	Off Season Sports Conditioning II- Motor Skill Development and Application	1 - 2
KINE 205A	In Season Sports Conditioning I Aerobic and Anaerobic	1 - 2
KINE 205B	In Season Conditioning II-Fine Motor Skills Maintenance	1 - 2
<b>TOTAL UNITS</b>		<b>18 - 23</b>