

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).
 • Escrow
 • Real Estate Broker License Preparation

Certificates of Achievement -

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

Escrow

Prepares students for employment as escrow officers.

A.S. DEGREE MAJOR OR CERTIFICATE OF ACHIEVEMENT

Program Requirements	Units
RE 100 Real Estate Principles	3
RE 105 Real Estate Finance	3
RE 120 Legal Aspects of Real Estate	3
RE 155 Escrow and the Title Procedures	3
RE 156 Advanced Escrow Procedures	3
RE 157 Escrow Problems	3
Electives (Select 2 courses, 5-7 units)	
ACCT 201 Financial Accounting and	4
ACCT 104 Accounting Spreadsheet Concepts	2
BUS 110 Business Mathematics	3
BUS 115 Business Law	3
or	
BUS 116 Business Law	3
BUS 205 Business Communication	3

BUS 166 Intermediate Keyboarding	2
BMGT 110 Human Resource Management	3
RE 110 Real Estate Appraisal	3
RE 115 Real Estate Practice	3
RE 130 Real Estate Economics	3
RE 135 Real Estate Investments	3
RE 145 Real Estate Exchanges	3
RE 158 Current Trends in Escrow	3
* CE 100 Cooperative Education	2 - 4

TOTAL UNITS 23 - 25

* Applicable for C.E.A.'s Educational Achievement Award for full time students only. Completion of this certificate also qualifies students for the California Escrow Association's Educational Achievement Award.

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). RE 112 is recommended to meet the additional requirements of the Certified Residential License.

The program does NOT meet the requirements to prepare a student for the Certified General License.

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
TOTAL UNITS	12

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

Preparation requirements to obtain a California Real Estate Broker License, one must meet the qualifications, take the required classes, and pass a written examination. Those who pass the examination are provided a broker license application. The application must be submitted to and approved by California Department of Real Estate (DRE). The DRE website is www.dre.ca.gov and the phone number is 619-525-4192. This certificate will provide the student with the required classes to take the California Real Estate Broker Examination.

To qualify for the Real Estate Broker Examination

Must have one of the following:

1. Minimum of two years full-time licensed real estate salesperson experience within the last five years or the equivalent is required (part-time - 4 years) OR
2. Four year degree with major or minor in Real Estate OR
3. Member of the bar of any state in the United States (which will also exempt you from the course requirements) Complete .

Must complete the courses below:

A.S. DEGREE MAJOR OR CERTIFICATE OF ACHIEVEMENT

Program Requirements

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
BUS 116	Business Law	3
RE 100	Real Estate Principles	3
RE 111	Advanced Real Estate Appraisal	3
RE 140	Introduction to Property Management	3
RE 155	Escrow and the Title Procedures	3
RE 156	Advanced Escrow Procedures	3

TOTAL UNITS

21 - 25

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 3-5 units)

ACCT 201	Financial Accounting	4
BUS 115	Business Law	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
RE 155	Escrow and the Title Procedures	3
RE 156	Advanced Escrow Procedures	3

TOTAL UNITS

9 - 11

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 112 Business Appraisal (3)**
3 hours lecture
Recommended preparation: RE 100, 111, or BUS 100
Transfer acceptability: CSU
Provides specialized training for licensed real estate salespersons, brokers, and appraisers in the methods and techniques used to evaluate small businesses.
- 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 135 Real Estate Investments (3)**
3 hours lecture
Transfer acceptability: CSU
Real estate investing for the layperson; basic factors in the investment field; selection of real estate investments; methods of analyzing and appraising real property; expanding tax benefits and consequences; real estate investment; modern methods of group purchases through various types of syndications, including limited partnerships and real estate investment trust; and case studies of actual or hypothetical investments. The State Department of Real Estate has given special approval for this course to be used in the elective group for the Real Estate Salesperson and Broker State License.
- RE 140 Introduction to Property Management (3)**
3 hours lecture
Recommended preparation: A minimum grade of 'C' in RE 100 or real estate license
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 145 Real Estate Exchanges (3)**
3 hours lecture
Transfer acceptability: CSU
A fundamental course for real estate licensees who have had broad experience in residential, commercial, and urban land transactions. Theory of exchanges, building of estates, income tax advantages, and trends of the market. By means of case studies actual exchanges are analyzed, planned, and executed.
- 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 156 Advanced Escrow Procedures (3)**
3 hours lecture
Recommended preparation: RE 155
Transfer acceptability: CSU
Advanced course covering the more difficult and unusual types of escrow. Case problems on exchanges and condominiums as well as personal property escrows.
- RE 157 Escrow Problems (3)**
3 hours lecture
Recommended preparation: RE 156
Transfer acceptability: CSU
Further study of the more unusual and difficult types of escrows with particular attention to those wherein conflict or dispute arises. Actual case problems are presented for evaluation and discussion. Some cases include compliance with conditions, agency relationships, wrongful delivery, conditional deposits, liability assignments, delivery, and escrow instructions.

RE 158 Current Trends in Escrow (3)
 3 hours lecture
Recommended preparation: RE 157
Transfer acceptability: CSU
 A refresher course for Escrow officers and supervisors covering current problems, legislation, and court cases. Open discussions and exchange of ideas will be expected of participants.

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

Group I (Select 1 of the following courses)

KINE 206 Coaching of Women's Team Sports	1 - 2
KINE 229 Lifeguarding	1.5
KINE 230 Lifeguarding and Emergency Response	3

Group II (Select 1 of the following courses)

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

Group III (Select 1 of the following courses)

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 Aerobic/Anaerobic Development	1 - 2
KINE 204B Off Season 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

TOTAL UNITS 18 - 23

Recreation Agency Leader

Provides the skills necessary for work as a leader in a municipal or private recreation program.

A.A. DEGREE MAJOR OR CERTIFICATE OF ACHIEVEMENT

Required Courses	Units
AJ 100 Introduction To Criminal Justice	3
BMGT 105 Small Business Management	3
CE 100 Cooperative Education	1 - 4
EME 100/HE 104 Emergency Medical Responder	3
HE 100 Health Education and Fitness Dynamics	3
REC 110 Community Recreation	3
REC 120 Recreational Team Sports	2

Group I (Select 1 of the following courses)

KINE 206 Coaching of Women's Team Sports	1 - 2
KINE 229 Lifeguarding	1.5
KINE 230 Lifeguarding and Emergency Response	3
MUS 197 Topics in Music	0.5 - 3

Group II (Select 1 of the following courses)

HE 100L Health Performance Lab	1 - 2
KINE 130 Individualized Fitness Exercise	1 - 2

Group III (Select 1 of the following courses)

KINE 170A Team Sports - Baseball Strategies	1 - 2
KINE 170C Team Sports- Basketball Strategies	1 - 2
KINE 170E Team Sports- Football Strategies	1 - 2
KINE 170G Team Sports- Soccer Strategies	1 - 2
KINE 170K Team Sports-Volleyball Strategies	1 - 2
KINE 175A Psychology of Specific Athletic Competition - Contact	2
KINE 175B Psychology of Specific Athletic Competition - Minimal Contact	2
KINE 175C Psychology of Specific Athletic Competition - Non-Contact	2
KINE 175D Psychology of Specific Athletic Competition - Skilled	2

Group IV (Select 1 of the following courses)

KINE 210 Professional Prep for Football - Theory and Mental Preparation	3
KINE 210L Professional Prep for Football Lab- Biomechanic Application	1 - 1.5
KINE 211 Professional Prep. for Basketball - Theory and Mental Preparation	3
KINE 211L Professional Preparation for Basketball Lab	1 - 1.5
KINE 212 Professional Prep for Baseball- Theory and Mental Preparation	3
KINE 212L Professional Prep for Baseball Lab - Biomechanic Application	1 - 1.5
KINE 215 Professional Prep for Wrestling - Theory and Mental Preparation	3
KINE 215L Professional Prep Wrestling Lab - Biomechanic Application	1 - 1.5
KINE 216 Professional Prep for Golf- Theory and Mental Preparation	3