

COLLEGE OF SAN MATEO

Real Estate Practice (RE 110)

Text: California Real Estate Practice

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<u>Date</u>	<u>Topic</u>
08/22/17	Introduction to Class
08/29/17	Unit 1 & 2
09/05/17	Unit 3
09/12/17	Unit 4
09/19/17	Unit 5
09/26/17	Unit 6
10/03/17	Unit 7
10/10/17	Mid Term Review
10/17/17	Mid Term
10/24/17	Unit 7 & 8
10/31/17	Unit 9
11/07/17	Unit 10
11/14/17	Unit 11 & 12
11/21/17	Holiday Recess
11/28/17	Unit 13
12/05/17	Unit 14 & 15
12/12/17	Final Review
12/14/11	Final Exam

Instructor/Course Objective:

- Provide an in depth understanding of a day to day life in Real Estate. This class will discuss the activities of an agent, the process of listing and selling property, the different opportunities available in real estate agency and the contracts necessary to transact. Upon completion a new agent will have the ability enter the business of real estate with a plan to succeed

Student Learning Opportunity:

- Students will gain an understanding of a Real Estate agents daily activities
- Students will learn and apply tools necessary to analyze Real Estate and the Market
- Students will learn about the contracts necessary to transact in Real Estate
- Students will learn about the process of listing and selling homes
- Students will learn the basics of financing the real estate transaction
- Students will put all of the above concepts together in a final case study analysis of a local property

Grade Evaluation Plan: Attendance/Class Participation (34% - 2 points per class), Case Study (16% - 2 points per quiz), Midterm Exam 25%, and Final Exam 25%

Discussion: The first 15 minutes of class will be dedicated to current events in Real Estate. You are encouraged to read, and bring along newspaper articles to discuss. This is also the time for any real estate questions you may have.

Case Study: Students will have the opportunity to put all of the concepts together in a case study which will be a mock Listing, Sale and Close of escrow exercise

Special needs – If you have a need for special accommodations of any kind, please see the instructor before or after class. We have many options to assist you

Office hours: As a professional Realtor, I don't maintain an office on campus. My office is open from 8:00am-5:00pm Monday – Friday. I can be reached by phone at 650-348-2020 or email at tim@thegilmartins.com

MOST IMPORTANT: THIS CLASS IS FOR YOU! LETS HAVE FUN!!!