

# Real Estate PRINCIPLES

Department of Real Estate | Sponsor ID#: S0443

**STARTS 10/19/2020 - 01-13-2021**

- Book: California Real Estate Principles
- 15th Edition
- Author: Walt Huber
- Mondays and Wednesdays from 6:00pm to 8:30pm
- Instructor: Mrs. Billa

**FEE: \$20 PER COURSE**

\*\*\*Books can be purchased from [amazon.com](https://www.amazon.com)

## **Coachella Valley Adult School**

1099 Orchard Avenue, Coachella, CA

760-398-6302

HABLAMOS ESPAÑOL

**COACHELLA VALLEY ADULT SCHOOL**  
 1500 ORCHARD AVE • COACHELLA, CA 92316  
 (760) 862-4100

**PRE-LICENSE GENERAL INFORMATION PAGE**

To be provided to the participant prior to registration/attendance.

**REGISTRATION INFORMATION**

COACHELLA VALLEY ADULT SCHOOL  
 1500 Orchard Ave, Coachella, CA 92316  
 (760) 862-4100  
 jennette@coachellaadultschool.com

**REAL ESTATE PRACTICE**  
 REAL ESTATE PRACTICE  
 48 HOURS

The course includes: Disposition responsibilities, preparing listing agreements, selling, assessing the purchase offer, financing, escrow procedures, transfers, including sale of a business, property management, real estate contracts, financing, ethics and disclosures.

**COURSE INFORMATION**

**COURSE TITLE**  
 Real Estate Practice - 48 Hours

**COURSE CREDIT**  
 48 Hours

**COURSE DESCRIPTION**  
 This course is designed to provide the student with the knowledge and skills necessary to practice real estate.

**COURSE OBJECTIVES**  
 Upon completion of this course, the student will be able to:

- Understand the real estate market and the role of the real estate professional.
- Understand the legal aspects of real estate practice.
- Understand the ethical aspects of real estate practice.
- Understand the financial aspects of real estate practice.
- Understand the marketing aspects of real estate practice.
- Understand the closing process of real estate practice.

**DISCLOSURE STATEMENT**

This course is required for licensure education under the California Department of Real Estate. However, the approval does not constitute an endorsement of the course or sponsor and is not subject to the usual product, trademark, author, or service.

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