

# REAL ESTATE (194)

## 194-101. Real Estate Sales Application. (2 Credits)

Gain practical training in the day-to-day transactions encountered by real estate professionals. Apply skills and knowledge of legal documents and sales techniques to case problem situations.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=101>)

## 194-108. Real Estate Sales. (3 Credits)

Gain practical training in the day-to-day transactions encountered by real estate professionals. Apply skills and knowledge of legal documents and sales techniques to case problem situations.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=108>)

## 194-110. Intro to Property Assessment. (2 Credits)

Students will learn basic knowledge and skills to perform as an Ad Valorem Appraiser. Subjects covered include the Sales Comparison Approach to value, the Cost Approach to value, Depreciation Techniques, Parcel Identification, Vacant Land Assessment and the Assessment Function.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=110>)

## 194-128. Wisconsin Assessment Law. (2 Credits)

Students will learn basic knowledge of the laws that affect the assessment profession in the State of Wisconsin. Subjects covered include Chapter 70 of the State of Wisconsin Statutes, the Wisconsin Property Assessment Manual, the Wisconsin Guide for Board of Review Members and Wisconsin Court cases.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=128>)

## 194-160. Basic Appraisal Principles. (2 Credits)

Gain an introduction and overview of basic appraisal principles, including real property concepts, legal considerations, market value ethics and other economic principles.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=160>)

## 194-161. Basic Appraisal Procedures. (2 Credits)

Study valuation procedures and property descriptions geographic characteristics, locations and neighborhoods.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=161>)

## 194-170. Assessment Commercial Property. (2 Credits)

Gain an understanding and working knowledge of the procedures and techniques used to estimate the market value of commercial properties. Real estate finance and investments are covered, as is the direct capitalization method, analysis of income and expenses, calculation of capitalization rates with or without sales and the gross income multiplier approach.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=170>)

## 194-171. Introduction to Mass Appraisal. (2 Credits)

Learn the differences between single-property appraisal and mass appraisal, the elements of a mass appraisal system and data analysis. Get an introduction to statistical concepts, and develop an understanding of assessment ratio studies and the working knowledge of performance measurement standards and techniques.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=171>)

## 194-173. Building Design & Structure. (3 Credits)

Examine the fundamental concepts of good design and sound building practices and their application to new and existing construction as well as remodeling projects. Assess environmental issues affecting real property. Articulate the operation of different home systems and evaluate the role various professionals such as home builders and architects play in the construction process. This course is not designed to develop architectural competencies.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=173>)

## 194-180. Real Estate Fundamentals. (3 Credits)

Develop a decision-oriented approach to the basic concepts of real estate. Those going into real estate as a career as well as the owners and sellers of business, industrial, and residential property will benefit from this course.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=180>)

## 194-182. Real Estate Law. (3 Credits)

Discuss the basic legal aspects of real estate with an emphasis on the nature of real estate and its ownership.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=182>)

## 194-184. Real Estate Finance. (3 Credits)

Using case studies and other practical applications, explore various aspects of real estate finance. Investigate mortgage markets, types and sources of loans, and federally related loan programs. In addition, analyze topics such as lending policies, regulation and loan qualification, and solve mathematical problems related to real estate financing.

Prerequisites: (194-180 (may be taken concurrently) with a minimum grade of C or Consent of instructor)

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=184>)

## 194-190. Property Management I. (3 Credits)

Focus on the successful management of residential properties and the business of real estate management. Topics include fundamental techniques in property management, property inspection, trend projections of needs and rental rates, marketing plans, budgeting, risk management, operating manuals, maintenance programs and ethics.

Prerequisites: 194-180 with a minimum grade of C and 194-182 with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=190>)

## 194-194. Real Estate Investments. (3 Credits)

Explore the basic concepts of real estate investment and the management of real estate properties for the investor.

Prerequisites: (194-180 with a minimum grade of C and 194-182 with a minimum grade of C) and 194-101 (may be taken concurrently) with a minimum grade of C or 194-108 (may be taken concurrently) with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=194&num=194>)