

Area: Business & Computer Science  
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Degree: A.A. - Real Estate  
 Certificate: Real Estate

### Real Estate Degree

The associate degree program in real estate focuses on the practical application and concepts utilized in real estate markets and career fields. Course work includes real estate principles, legal aspects, practice, finance, economics and appraisal.

#### Student Learning Outcomes

*Upon completion of this program, the student will be able to:*

- identify and explain the major functional areas of real estate, including legal aspects, finance, economics, real estate practice, and appraisal.
- demonstrate effective leadership skills in a real estate environment.
- analyze practical real estate problems.
- integrate real estate principles related to finance, law, products, services and information.
- assess current real estate market conditions.
- recommend appropriate sales strategies, based on market conditions.
- qualify for the California Real Estate Brokers and Salesperson license examinations.
- utilize research and critical thinking to evaluate and recommend alternative solutions to real estate problems.

#### Career Opportunities

Real estate salesperson; real estate broker;  
 real estate appraiser; small business owner

#### Requirements for Degree 34-35 Units

ACCT 101	Fundamentals of College Accounting (3)	3 - 4
or ACCT 301	Financial Accounting (4)	
BUS 300	Introduction to Business	3
BUS 310	Business Communications (3)	3
or MGMT 360	Management Communication (3)	
BUS 340	Business Law	3
MKT 300	Principles of Marketing	3
RE 300	California Real Estate Principles	3
RE 310	Real Estate Practice	3
RE 320	Real Estate Finance	3
RE 330	Legal Aspects of Real Estate	3
RE 342	Real Estate Appraisal	3
<b>And a minimum of 1 unit from the following:</b>		
BUS 210	The Business Plan (1)	
BUS 212	Marketing for Small Businesses (1)	
CISC 300	Computer Familiarization (1)	
CISC 305	Introduction to the Internet (1)	
<b>And a minimum of 3 units from the following:</b>		
BUS 320	Concepts in Personal Finance (3)	
MKT 310	Selling Professionally (3)	
MKT 314	Advertising (3)	
RE 360	Real Estate Economics (3)	
RE 390	Real Estate Investment Analysis (3)	

**Associate Degree Requirements:** The Real Estate Associate in Arts (A.A.) Degree may be obtained by completion of the required program, plus general education requirements, plus sufficient electives to meet a 60-unit total. See ARC graduation requirements.

### Real Estate Certificate

This certificate introduces the basic concepts of the real estate career field. Topics include the principles of real estate, law, economics, finance, practice and appraisal.

#### Student Learning Outcomes

*Upon completion of this program, the student will be able to:*

- apply a basic knowledge of the fundamental concepts of real estate.
- define the technical terminology involved in the real estate field.
- interpret and apply a knowledge of real estate transactions.
- qualify for the California Real Estate Salesperson's License Examination.
- analyze real estate situations and property, interpret the data, and properly complete deposit receipts.

#### Requirements for Certificate 24 Units

RE 300	California Real Estate Principles	3
RE 310	Real Estate Practice	3
RE 320	Real Estate Finance	3
RE 330	Legal Aspects of Real Estate	3
RE 342	Real Estate Appraisal	3
<b>And a minimum of 3 units from the following:</b>		
ACCT 101	Fundamentals of College Accounting (3)	
ACCT 301	Financial Accounting (4)	
BUS 110	Business Economics (3)	
ECON 302	Principles of Macroeconomics (3)	
ECON 304	Principles of Microeconomics (3)	
RE 360	Real Estate Economics (3)	
RE 390	Real Estate Investment Analysis (3)	
<b>And a minimum of 6 units from the following:</b>		
ACCT 101	Fundamentals of College Accounting (3)	
or ACCT 301	Financial Accounting (4)	
or ACCT 311	Managerial Accounting (4)	
BUS 105	Business Mathematics (3)	
BUS 300	Introduction to Business (3)	
BUS 310	Business Communications (3)	
or MGMT 360	Management Communication (3)	
BUS 340	Business Law (3)	
MKT 300	Principles of Marketing (3)	
MKT 310	Selling Professionally (3)	
MKT 314	Advertising (3)	

Note: The California Department of Real Estate gives the exams and issues the Real Estate Salesperson and Broker's Licenses. Students should contact DRE at the start of this program to verify individual requirements.

## Real Estate

### **RE 300 California Real Estate Principles 3 Units**

*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers the basic laws and principles of California real estate. It provides the background and terminology necessary for advanced study in specialized courses. This course is required by the California Department of Real Estate prior to taking the real estate salesperson's examination.

### **RE 310 Real Estate Practice 3 Units**

*Advisory: ENGWR 102, or ENGWR 103, and ENGRD 116; or ESLR 320 and ESLW 320; and BUS 105 and RE 300*  
*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers the daily operations in the role of real estate agent or broker. It includes listing, prospecting, advertising, financing, sales techniques, escrow, and ethics. It also covers basic laws and practices of California real estate and provides background and terminology necessary for advanced study in more specialized courses. It applies towards the educational requirements for the broker's examination.

### **RE 320 Real Estate Finance 3 Units**

*Advisory: RE 300; RE 300; ENGWR 102 or 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105*  
*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers real estate financing, including lending policies and problems in financing transactions in residential apartments and commercial and special purpose properties. Methods of financing properties are emphasized. It meets one of the educational requirements to qualify for the California Department of Real Estate broker's examination.

### **RE 330 Legal Aspects of Real Estate 3 Units**

*Advisory: RE 300; RE 300; ENGWR 102 or 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105*  
*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers California real estate laws, including methods of ownership, estates, transfers, financing instruments, foreclosures, leasing, contracts, and agency. It meets one of the educational requirements to qualify for the California Department of Real Estate broker's examination.

### **RE 342 Real Estate Appraisal 3 Units**

*Course Transferable to CSU*  
*Hours: 61 hours LEC*

This course provides entry-level education in the real estate appraisal field. Concentrating on the appraisal of single-family residences, the course covers basic appraisal principles and procedures, and Uniform Standards of Professional Appraisal Practice (USPAP) pursuant to the federal Appraisal Qualification Board's (AQB) Real Property Appraiser Qualification Criteria. It meets the California Office of Real Estate Appraisers' (OREA) requirements for Basic Education and the National Uniform Standards of Professional Appraisal Practice (USPAP). The course also applies toward Department of Real Estate's (DRE) educational requirements (3 semester units) for the broker's examination. Field trips may be required.

### **RE 350 Real Property Management 3 Units**

*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers operation and management of real property marketing procedures, leases, maintenance, insurance, accounting, records, public and human relations, employer responsibilities, and selection of personnel and agreements. It applies towards the educational requirements for the broker's examination.

### **RE 360 Real Estate Economics 3 Units**

*Prerequisite: None*  
*Advisory: RE 300.*  
*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course covers the nature and classification of real estate and real estate investments. Topics include economic development of real property, real estate cycles and market trends, and governmental and private sector influence on the economics of real estate. It is recommended that this course be taken last in the real estate series. This course meets one of the educational requirements to qualify for the California Department of Real Estate broker's examination.

### **RE 390 Real Estate Investment Analysis 3 Units**

*Prerequisite: None*  
*Advisory: RE 300 and 320.*  
*Course Transferable to CSU*  
*Hours: 54 hours LEC*

This course is designed for brokers, salespersons and investors. It involves property and financial analysis of a wide range of real estate investment offerings, their risks and associated yields. The course emphasizes planning and the specific objectives of the investor.