

Real Estate

Degree: A.A. - Real Estate
Certificate: Real Estate

Area: Business
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Real estate is a profession that assists in the sale of property. The ARC real estate program prepares students for a career in real estate or for advancement for those already employed in the field, and offers a wide variety of options for study. Courses involve both theory and practice for reentry positions or to qualify for the Real Estate Salesperson or the Real Estate Broker exams and licenses. ARC also offers continuing education units (CEUs) for those already employed as real estate professionals.

Students completing appropriate coursework at American River College are eligible to take either the Real Estate Salesperson Exam or the Real Estate Broker Exam given by the California Department of Real Estate.

Contact the California Department of Real Estate for exam and license requirements.

Career Opportunities

The field of real estate offers an exciting career in the buying and selling of property. There is a real need for well-trained real estate professionals in almost every area of the state.

There are two types of real estate professionals: brokers and salespersons. Brokers may set up their own businesses, while salespersons must work for a licensed broker.

The real estate field in California is highly competitive. Prospects are best for highly trained, ambitious, sales-minded individuals.

The real estate agent is usually paid on a commission basis, with the agent and the broker sharing the brokerage commission. Few brokers pay salaries during training or allow a draw against future sales. The beginner, therefore, should have enough money to survive until commissions increase and should be prepared to cope with irregular earning periods. Most brokers recommend that new licensees have a six to nine month reserve saved. The real estate market itself fluctuates according to current interest rates and other economic factors.

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Requirements for Degree Major 33-35 units

Business Core Requirements	Units
ACCT 101 or 301	3-4
BUS 110 or ECON 1302	3
BUS 300	3
BUS 340	3
BUSTEC 300 (1 unit) or keyboarding competency	0-1
<i>and three units selected from the following:</i>	3
CIS classes or ACCT 341 or ACCT 343 or BUSTEC 305 or BUSTEC 310	

Concentration Requirements	Units
BUS 310 or MGMT 360	3
RE 300	3
RE 310	3
RE 320	3
RE 330	3
RE 340	3

Recommended Electives

BUS 105, 320, 330; ECON 304; MGMT 372; MKT 300, 310, 314; PSYC 300 or 305; RE 190; SPEECH 301

General Education Graduation Requirements: In addition to completing the degree requirements, students must also complete the general education graduation requirements for an A.A./A.S. degree. See ARC graduation requirements.

Requirements for Certificate 24 units

Courses Required	Units
RE 300	3
RE 310	3
RE 320	3
RE 330	3
RE 340	3
<i>and three units selected from the following:</i>	3
ACCT 101 or 301; BUS 110; ECON 302 or 304; RE 360	
<i>and six units selected from the following:</i>	6
ACCT 101 or 301 or 311; BUS 310 or MGMT 360; BUS 105, 300, 340; MKT 300, 310, 314	

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.

Requirements for Licensed Appraiser's Certification

Must take RE 340 and any one of the following: RE 141, 300, 330, or 360.

RE 141 Advanced Appraisal**3 Units***Formerly: RE 94**Prerequisite: RE 340 with a grade of "C" or better.**Advisory: MATH 100.**Hours: 54 hours LEC*

This course covers the appraisal of real estate through the proper application of the sales comparison, depreciated cost, and income capitalization approaches to value; income-producing properties are used as examples throughout the course. The presentation of the subject matter is traditional and follows procedures recommended for use by the leading appraisal societies. Appraisal theory and current appraisal practice are introduced, discussed, and, where possible, illustrated with local examples.

RE 190 Real Property Management**3 Units***Formerly: RE 95**Prerequisite: None**Advisory: ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320.**Hours: 54 hours LEC*

In this class, the student will learn about the day-to-day operation and management of real property including: marketing procedures, leases, maintenance, accounting and economics, record-keeping, management forms, legal requirements, laws, human relations, employer responsibilities and management.

RE 200 Real Estate Organization and Office Administration**3 Units***Formerly: RE 96**Prerequisite: None**Advisory: Real Estate license or 12 units of course work in real estate.**Hours: 54 hours LEC*

This course is designed for real estate brokers or those about to become brokers. It covers the various types of real estate brokerage and the knowledge, motivation, and preparation necessary to organize and manage a brokerage office.

RE 300 California Real Estate Principles**3 Units***Prerequisite: None**Advisory: ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

The fundamental real estate course covering the basic laws and principles of California real estate, giving understanding, 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***Formerly: RE 82**Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

This course covers the day-to-day operations in real estate roles and brokerage, including listing, prospecting, advertising, financing, sales techniques, escrow and ethics. Basic laws and practices of California real estate, provide the students with understanding, background, and terminology necessary for advanced study in specialized courses. Applies toward the educational requirements for the broker's examination.

RE 320 Real Estate Finance**3 Units***Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

This course surveys real estate financing, including lending policies and problems in financing transactions in residential apartments, commercial and special purpose properties. Methods of financing properties are emphasized. This course 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***Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

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

RE 340 Real Estate Appraisal**3 Units***Formerly: RE 84**Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

This course will cover the purposes of appraisals, the appraisal process, the different approaches to value, and the methods and techniques used to determine the value of various types of property. Emphasis will be on residential and single-unit property but will include an introduction to the valuation of income producing property. This course applies toward the educational requirements for the broker's examination.

RE 360 Real Estate Economics**3 Units***Formerly: RE 85**Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

This course covers the nature and classification of real estate and real estate investments, 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.

RE 370 Introduction to Escrow Procedures**3 Units***Formerly: RE 86**Prerequisite: None**Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.**Course Transferable to CSU**Hours: 54 hours LEC*

This course covers the functions and responsibilities of the escrow holder, including actual preparation of escrow instructions and documents in a typical real estate transaction. It also includes audit, disbursement, the issuance of closing statements and analysis of title insurance policies.

RE 371 Advanced Escrow Procedures 3 Units

Formerly: RE 87

Prerequisite: RE 370 with a grade of "C" or better.

Course Transferable to CSU

Hours: 54 hours LEC

This course covers unusual and difficult types of escrow. The student will learn how to evaluate possible solutions with emphasis on real estate loans, financing instruments, and exchanges.

RE 390 Real Estate Investment Analysis 3 Units

Formerly: RE 93

Prerequisite: None

Advisory: RE 300; ENGWR 102 or ENGWR 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105.

Course Transferable to CSU

Hours: 54 hours LEC

This course is designed for brokers, salespersons and investors. Involves property and financial analysis of a wide range of real estate investment offerings, their risks and associated yields. This course is open to all students who desire a more intensive real estate investment course than Real Estate 83. The course emphasizes planning and the specific objectives of the investor.