

REAL ESTATE

I. REAL ESTATE

This degree program is designed to prepare students for employment in real estate or related fields. It also meets the educational requirements for the California Real Estate Broker's License and helps prepare both the salesperson and broker for the state examination. Most real estate classes also meet educational requirements for appraisal licensing.

Program Learning Outcomes

Upon successful completion of this program, students will be able to:

- Differentiate and describe the essential elements and legal effects of various real estate documents, steps in an escrow, real estate financing and investment, and real estate valuation techniques.
- Differentiate and describe how to conduct oneself in a professional and ethical manner in any real estate office.

CAREER OPPORTUNITIES

Agent
 †Appraiser
 Broker
 Builder/Developer
 *Economist
 Escrow Officer/Trust Manager
 Investor
 Lender/Financial Institution
 Property Manager
 Salesperson
 Title Officer

*Bachelor Degree or higher required

†Office of Real Estate Appraisal License required

Associate in Science Degree Requirements:

Course	Title	Units
RE 190	Real Estate Principles	3
RE 191	Real Estate Practice	3
RE 192	Real Estate Finance	3
RE 193	Real Estate Legal Aspects	3
RE 194	Real Estate Appraisal	3
		<u>15</u>

Select three of the following including one Accounting or Economics course:

BUS 110*	Introduction to Business	3
BUS 120	Financial Accounting	4
ECON 110	Economic Issues and Policies	3
or		
ECON 120	Principles of Macroeconomics	3
or		
ECON 121	Principles of Microeconomics	3
or		
RE 197	Real Estate Economics	3
RE 201	Real Estate Property Management	3
RE 250*	Real Estate Internship	1-4
RE 294	Advanced Real Estate Appraisal	3
Elective (select one elective from below)		<u>3</u>
		7-11

Electives:

BUS 125	Business Law: Legal Environment of Business	3
RE 125	Escrow Procedures I	3
RE 204	Real Estate Office Administration	3
RE 292	Mortgage Loan Brokering and Lending	3

Total Required 22-26
 Plus General Education Requirements

*Non-Bureau of Real Estate Licensing course

Certificate of Achievement

Students who complete only the major requirements above qualify for a Certificate in Real Estate. An official request must be filed with

the Admissions and Records Office prior to the deadline as stated in the Academic Calendar.

II. BROKER'S LICENSE

Program Learning Outcomes

Upon successful completion of this certificate, students will be able to:

- Differentiate and describe the essential elements and legal effects of various real estate documents, steps in an escrow, real estate financing and investment, and real estate valuation techniques.
- Differentiate and describe how to conduct oneself in a professional and ethical manner in any real estate office.

Students may satisfy the California State Education requirement for a Broker's License by completing the following:

Course	Title	Units
RE 191	Real Estate Practice	3
RE 192	Real Estate Finance	3
RE 193	Real Estate Legal Aspects	3
RE 194	Real Estate Appraisal	3
One Accounting or Economics course		<u>3-4</u>
		15-16

Electives: two of the following:

RE 190	Real Estate Principles	3
RE 201	Real Estate Property Management	3
BUS 125	Business Law: Legal Environment of Business	<u>3</u>
		6
Total Required		21-22

Certificate of Achievement

Students who complete the requirements above qualify for a Certificate in Broker's License. An official request must be filed with the Admissions and Records Office prior to the deadline as stated in the Academic Calendar.