

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

Area: Business
 Associate Vice President:
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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.

Career Opportunities

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

Requirements for Degree Major	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 340 Real Estate Appraisal	3
And a minimum of 1 unit from the following:	1
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)	
And a minimum of 3 units from the following:	3
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.

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 340 Real Estate Appraisal	3
And a minimum of 3 units from the following:	3
ACCT 101 Fundamentals of College Accounting (3)	
or ACCT 301 Financial Accounting (4)	
BUS 110 Business Economics (3)	

ECON 302 Principles of Macroeconomics (3)	
or ECON 304 Principles of Microeconomics (3)	
RE 360 Real Estate Economics (3)	
RE 390 Real Estate Investment Analysis (3)	
And a minimum of 6 units from the following:	6
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.

RE 141 Advanced Appraisal 3 Units

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

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

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 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

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.