

Real Estate

Business & Family Science

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DEGREE

A.A. — Real Estate

CERTIFICATE OF ACHIEVEMENT

Real Estate Broker

CERTIFICATE OF PROFICIENCY

Real Estate Sales

See also:

Professional Applications of Geographic Information Systems (GIS)
(Business/Marketing emphasis - page 192)

Program Description

CRC offers, in addition to a Real Estate AA Degree, a variety of courses available which satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

Career Opportunities

Real Estate Agent
Real Estate Broker
Real Estate Appraiser

Some Career Opportunities may require more than two years of college study.

Highlights

- Instruction by trained, working real estate professionals
- Preparation for State of California real estate license examinations
- Training in one of the most lucrative careers in today's world
- A lab with tutorial assistance

NOTE TO TRANSFER STUDENTS:

If you are interested in transferring to a four-year college or university to pursue a bachelor's degree in this major, it is critical that you meet with a CRC counselor to select and plan the courses for your major. Schools vary widely in terms of the required preparation. The courses that CRC requires for an associate's degree in this major may be different from the requirements needed for the bachelor's degree.

For information about the student learning outcomes for this program, see <http://www.crc.losrios.edu/pslo>

APPLICANTS FOR THE REAL ESTATE SALESPERSON EXAMINATION

To qualify to take the examination for a California Real Estate Salesperson license, an applicant must submit evidence (transcripts) of having completed three college level real estate courses.

The applicant is required to complete a college-level course in **Real Estate Principles** and **Real Estate Practice**. In addition to the **Real Estate Principles and Practice** courses, the applicant must also complete ONE additional elective real estate course (for the required total of three college level courses) from the following CRC course offerings:

- Real Estate Appraisal
- Property Management
- Real Estate Finance
- Real Estate Economics
- Legal Aspects of Real Estate
- Introduction to Escrow Procedure
- General Accounting 301
- Business Law 340

APPLICANTS FOR THE REAL ESTATE BROKER EXAMINATION

An applicant for the Broker examination must have completed eight college-level courses, in addition to the experience/educational requirements. These eight courses should include the following CRC course offerings:

- California Real Estate Principles
- Real Estate Practice
- Legal Aspects of Real Estate
- Real Estate Finance
- Real Estate Appraisal
- Real Estate Economics or Accounting 301
- and two courses from the following group: *
 - Business Law 340
 - Real Property Management
 - Introduction to Escrow Procedures
 - Advanced Appraisal

* If applicant completes both Accounting and Real Estate Economics, only one additional course is required.

DEGREE

A.A.—Real Estate

CODE #1223

REQUIRED PROGRAM..... Units

Business Core:

ACCT 301 Financial Accounting	4
BUS 310 Business Communication	3
BUS 330 Managing Diversity in the Workplace.....	3
BUS 340 Business Law	3
BUS 300 Introduction to Business	3
BUSTEC 302 Computer Keyboarding	2
MKT 300 Principles of Marketing	3
CISC 310 Intro to Computer Information Science (3) or	

Four (4) units to include: 3-4

CISC 302 or JOUR 330 Computer Familiariz - (2) and

Two (2) additional units selected from:

CISA 305, 315, 320, 330, 340, 350; CISC 320

ECON 302 Principles of Macroeconomics or

ECON 320 /BUS 320 Concepts of Personal Finance or

ECON 100 Introduction to Economics.....3

Real Estate Option:

RE 300 California Real Estate Principles	3
RE 110 Legal Aspects of Real Estate	3
RE 120 Real Estate Practice	3
RE 130 Real Estate Finance.....	3
RE 140 Real Estate Appraisal.....	3
RE 190 Real Property Management	3

TOTAL UNITS REQUIRED 45-46

Suggested Electives:

MGMT 362; MKT 310

RE 141, 150, 160, 161

G.E. Graduation Requirements for this degree - see pages 20-21

CERTIFICATE OF ACHIEVEMENT

Real Estate Broker

CODE #1224

REQUIRED PROGRAM..... Units

RE 300 California Real Estate Principles	3
RE 110 Legal Aspects of Real Estate	3
RE 120 Real Estate Practice.....	3
RE 130 Real Estate Finance	3
RE 140 Real Estate Appraisal.....	3
RE 150 Real Estate Economics (3) or	

ACCT 301 Financial Accounting (4)..... 3-4

RE 190 Real Property Management

Plus three (3) units selected from the following: 3

BUS 340; RE 141, 160, 161

TOTAL UNITS REQUIRED 24-25

CERTIFICATE OF PROFICIENCY

Real Estate Sales

CODE #1225

REQUIRED PROGRAM..... Units

RE 300 California Real Estate Principles	3
RE 120 Real Estate Practice.....	3

Plus three (3) units selected from: 3

RE 110, 130, 140 or 190

TOTAL UNITS REQUIRED 9

REAL ESTATE (RE)

RE 110

Legal Aspects of Real Estate

3 Units

Prerequisite: None

Hours: 54 hours LEC

This course is a study of California real estate laws. Topics include: the sources of law and the judicial system; agency; duties and responsibilities of licensees; contracts and their application to real estate; property ownership and management; real estate security devices; property rights, liens and homesteads; landlord-tenant law, land use controls, and title insurance and escrow. Successful completion of this course applies towards the education requirements for the broker's examination.

RE 120

Real Estate Practice

3 Units

Prerequisite: None

Hours: 54 hours LEC

This course covers practices and techniques of residential real estate brokerage and sales. Topics will include ethics, fair housing agency, goal setting, prospecting, listing, advertising, escrow procedures, financing, taxation, marketing, property management, leasing and business opportunities. Successful completion of this course applies toward California Department of Real Estate Education requirement for the broker's examination.

RE 130

Real Estate Finance

3 Units

Prerequisite: None

Hours: 54 hours LEC

This course is an analysis of real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial, and special purpose properties. Methods of financing properties are emphasized. Successful completion of the course applies toward the educational requirements for the Broker's Examination.

RE 140

Real Estate Appraisal

3 Units

Prerequisite: None

Hours: 54 hours LEC

This course covers the purposes of appraisals and the appraisal process. Topics will also include the different approaches, methods and techniques used to determine the value of various types of property with emphasis on residential single-family properties. Successful completion of this course applies toward the educational requirement for the Real Estate Broker's license, and Licensed and General Appraisers' license.

RE 141

Advanced Appraisal

3 Units

Prerequisite: RE 140 with a grade of "C" or better

Hours: 54 hours LEC

This course discusses advanced appraisal concepts with an emphasis on market and income analysis, capitalization techniques, rate derivation, compound interest tables, cost and sales comparison approaches; and the appraisal of specific income properties such as apartments, office buildings, shopping centers and industrial properties.

RE 150
Real Estate Economics **3 Units**

Prerequisite: None
Hours: 54 hours LEC

This course covers nature and classification of real estate and real estate investments, economic development of real property, real estate cycles and market trends. Governmental and private sector influence on the economics of real estate is covered. It is recommended that this course be taken last in the real estate course series.

RE 160
Introduction to Escrow Procedures **3 Units**

Prerequisite: None
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. Audit, disbursement, the issuance of closing statements and analysis of title insurance policies are also covered.

RE 161
Advanced Escrow Procedures **3 Units**

Prerequisite: RE 160 with a grade of "C" or better
Hours: 54 hours LEC

This course covers unusual and difficult types of escrow, including the evaluation of possible solutions with emphasis on real estate loans, financing instruments and exchanges.

RE 190
Real Property Management **3 Units**

Prerequisite: None
Hours: 54 hours LEC

This course covers the day-to-day operation and management of real property. Topics will include: marketing procedures, leases, maintenance, accounting and economics, recordkeeping, management forms, legal requirement, laws, human relations, employer responsibilities and management.

RE 295
Independent Studies in Real Estate **1-3 Units**

Prerequisite: None
Hours: 18 hours LEC ; 54 hours LAB

RE 299
Experimental Offering in Real Estate **.5-4 Units**

Prerequisite: None
Hours: 18 hours LEC ; 54 hours LAB

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

Prerequisite: None
Course Transferable to CSU
Hours: 54 hours LEC

This fundamental real estate course covers 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 495
Independent Studies in Real Estate **1-3 Units**

Prerequisite: None
Course Transferable to CSU
Hours: 18 hours LEC ; 54 hours LAB

RE 498
Work Experience in Real Estate **1-4 Units**

Prerequisite: None
Course Transferable to CSU
Hours: 300 hours LAB

This course provides students with opportunities to develop marketable skills in preparation for employment or advancement within their current job. Course content will include understanding the application of education to the workforce; completion of required forms, which document the student's progress and hours spent at the work site; and developing workplace skills and competencies. During the course of the semester, the student is required to fulfill an 18 hour orientation and 75 hours of related paid work experience, or 60 hours of unpaid work experience for one unit. An additional 75 or 60 hours of related work experience is required for each additional unit. The course may be taken again when there is new or expanded learning on the job for a maximum of 16 units.

RE 499
Experimental Offering in Real Estate **.5-4 Units**

Prerequisite: None
Course Transferable to CSU
Hours: 18 hours LEC ; 54 hours LAB