

Real Estate

School of Career/Technical Education and Learning Assistance

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General Description

The field of real estate focuses on real property and land use affairs, and it explores the principles, practices, finances, economics, laws, regulations, appraisal and valuation, management, escrow, title, insurance, sales, marketing, development, ownership, contracts, ethics, and brokerage of structures and land. Real estate is interdisciplinary in nature, combining aspects of law, finance, and community development with the study of sociology and human psychology.

Career Options

Below is a sample of the career options available for the real estate major. Most of these require a certificate of achievement or an associate in science degree, some require a bachelor's degree, and a few require a graduate-level degree: licensed broker, licensed salesperson, appraiser, escrow officer, insurance agent, claims adjuster, real estate administrator or manager, investment specialist, urban planner, government employee, public relations agent, lawyer, researcher, tax advisor, and property manager.

Degree/Certificate Options

Associate in Arts Degree: Transfer Preparation

	Major Code
Real Estate	01170

Associate in Science Degree: Career/Technical

Real Estate	02130
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Certificates of Achievement

Real Estate	02133
Broker License	02131
Salesperson License	02132

Certificates of Proficiency

Real Estate—Basic	01022
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Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.

Associate in Arts Degree

Real Estate

Transfer Preparation * (Major Code: 01170)

The associate in arts degree in real estate prepares a student for positions with organizations involved in marketing, financing, development, management of real property as well as for government careers involving real property assessment, condemnation, management of publicly owned lands, and control of land utilization.

ACCT 101	Principles of Accounting I	4
ACCT 102	Principles of Accounting II—Managerial	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 212	Business Communication	3
CIS 101	Introduction to Computers and Information Processing	4
ECON 101	Principles of Economics I	3
ECON 102	Principles of Economics II	3
MATH 119	Elementary Statistics	4
MATH 120	Calculus for Business Analysis	4
Total units		32

To earn an associate degree, additional general education and graduation requirements must be completed. See page 40.

* Students planning to transfer to a four-year college or university should complete courses specific to the transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center. **See catalog TRANSFER COURSES INFORMATION section on page 28 for further information.**

Associate in Science

Real Estate

Career/Technical (Major Code: 02130)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 212	Business Communication	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290-293		

Work Experience in Real Estate I-IV (2-4) 2-4

Total units 31-33

Recommended Electives: BUS 123, 183; CIS 121A or 121B; PSYC 101; RE 114, 120.

To earn an associate degree, additional general education and graduation requirements must be completed. See page 40.

Certificates

Real Estate

Certificate of Achievement

Career/Technical (Major Code: 02133)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Provides upgrade training for individuals already involved in the field.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 211	Communication in Business and Industry	3
	OR	
BUS 212	Business Communication	3
RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 290-293		

Work Experience in Real Estate I-IV (2-4) 2-4

Total units 31-33

Real Estate—Basic

Certificate of Proficiency

Career/Technical (Major Code: 01022)

Prepares students to pass the California Real Estate exam.

RE 101	Real Estate Principles	3
RE 102	Real Estate Practice	3

Complete three units from one of the following courses: 3

RE104	Real Estate Finance (3)
RE106	Legal Aspects of Real Estate (3)
RE114	Property Management (3)
RE108	Real Estate Economics (3)
RE110	Real Estate Appraisal (3)

Total units 9

Broker License

Certificate of Achievement

Career/Technical (Major Code: 02131)

To qualify for the broker license examination, the student must complete eight courses in addition to other experience and educational requirements. Five of the eight courses must include: RE 102, 104, 106, 108 or ACCT 101, and RE 110.

RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics (3)	3
	OR	3-4
ACCT 101	Principles of Accounting I (4)	4
RE 110	Real Estate Appraisal	3

Complete 9 units from the courses listed below: 9

BUS 140	Business Law/The Legal Environment of Business (3)	3
RE 101	Real Estate Principles (3)	3
RE 114	Property Management (3)	3
RE 120	Escrow Principles (3)	3
	Total units	24-25

Salesperson License

Certificate of Achievement

Career/Technical (Major Code: 02132)

To qualify for the salesperson license examination, the student must complete Real Estate Principles (RE 101). Then prior to issuance of the original license or within eighteen months after issuance, he/she must complete two additional basic real estate courses from the courses below.

ACCT 101	Principles of Accounting I	4
BUS 140	Business Law/The Legal Environment of Business	3
RE 102	Real Estate Practice	3
RE 104	Real Estate Finance	3
RE 106	Legal Aspects of Real Estate	3
RE 108	Real Estate Economics	3
RE 110	Real Estate Appraisal	3
RE 114	Property Management	3
RE 120	Escrow Principles	3

Total units 28

Note: To qualify for the salesperson license examination, RE 101 and 102 must be completed. Prior to the issuance of the original license or within eighteen months after issuance, two additional courses from the following list must be completed: ACCT 101; BUS 140; RE 104, 106, 108, 110, 114, 120.

To qualify for the broker license examination, the student must complete eight courses in addition to other experience and educational requirements. Five of the eight courses must include: RE 102, 104, 106, 110; ACCT 101 or RE 108. The remaining three courses to be selected from the following: RE 101, 114, 120; BUS 140.

Real Estate Courses

RE 101.

Real Estate Principles
3 units

Grade only

Recommended Preparation: BUS 211 or 212 or equivalent; RDG 158 or the equivalent skill level as determined by the Southwestern College Reading Assessment or equivalent **Lecture 3 hours**

Offered: Fall, Spring

Features an introductory course for the consumer or the career-minded individual. Focuses on real property laws pertaining to contracts, deeds, land titles, liens, escrow, leases, financing, land description, and brokerage. [D; CSU]

RE 102.

Real Estate Practice
3 units

Grade only

Prerequisite: RE 101 or equivalent
Recommended Preparation: BUS 211 or 212 or equivalent; RDG 158 or the equivalent skill level as determined by the Southwestern College Reading Assessment or equivalent

Lecture 3 hours

Offered: Fall, Spring

Focuses on practical day-to-day operations in real estate brokerage. Emphasis on listing procedures, comparative market analysis, computer skills, multiple listing service use, Internet research, effective advertising, sales techniques, financing, appraising, property management, leasing, and ethics. [D; CSU]

(Note: Real Estate license is accepted in lieu of completion of RE 101.)

RE 104.

Real Estate Finance
3 units

Prerequisite: RE 101 or equivalent

Lecture 3 hours

Offered: Fall

Develops a practical working knowledge of financing and mathematical formulas of real estate finance and appraisal for financing purposes. [D; CSU]

(Note: RE License is accepted in lieu of completion of RE 101.)

RE 106.

Legal Aspects of Real Estate
3 units

Prerequisite: RE 101 or equivalent

Lecture 3 hours

Offered: Spring

Covers California real estate law, including the more complex aspects of ownership, use, and transferability of real estate. [D; CSU]

(Note: Real estate license is accepted in lieu of completion of RE 101.)

RE 108.

Real Estate Economics
3 units

Grade only

Prerequisite: RE 101 or equivalent

Lecture 3 hours

Offered: Spring

Covers economic aspects of real estate and land use, the dynamic factors in the community and the country, which create real estate values. [D; CSU]

RE 110.

Real Estate Appraisal
3 units

Prerequisite: RE 101 or equivalent

Recommended Preparation: RE 108 or equivalent

Lecture 3 hours

Offered: Fall

Covers the principles and methods of appraisal as they may be used in listing or selling property, including establishing or interpreting appraisal information. [D; CSU]

RE 114.

Property Management
3 units

Prerequisite: RE 101 or equivalent

Lecture 3 hours

Offered: Spring

Introduces the practice of property management, including a study of the physical, social, financial, and legal aspects of operating rental properties. [D; CSU]

(Note: Real Estate License is accepted in lieu of completion of RE 101.)

RE 120.

Escrow Principles
3 units

Prerequisite: RE 101 or equivalent

Recommended Preparation: RDG 56 or the equivalent skill level as determined by the Southwestern College Reading Assessment or equivalent

Lecture 3 hours

Offered: Spring

Covers the principles and practices in handling escrow involving land titles. Studies the forms used in the escrow departments of banks, title insurance companies, lending institutions, and independent escrow firms. Includes sample escrow instructions, grant deeds and notes, and other documents used in escrow. [D; CSU]

RE 290.
Work Experience in Real Estate I
2–4 units

Grade only

Limitation on Enrollment: Fall/Spring—Declared Real Estate major. Student must complete no fewer than seven units, including work experience, during each semester in order to receive credit. Summer—Declared Real Estate major. Student must complete one other class in addition to work experience, during the summer, in order to receive credit.

Lecture 1 unit, laboratory 5–15 hours

Offered: Variable

Applies principles and skills acquired in real estate occupational majors to on-the-job assignments. In addition to weekly class activities, one unit of credit is granted for each 60 hours of volunteer or 75 hours of paid work activity. The job supervisor and the RE 290 instructor will evaluate each student's job performance. (Repeatable—not to exceed four units per level.) [D; CSU]

RE 291.
Work Experience in Real Estate II
2–4 units

Grade only

Prerequisite: RE 290 or equivalent
Limitation on Enrollment: Fall/Spring—Declared Real Estate major. Student must complete no fewer than seven units, including work experience, during each semester in order to receive credit. Summer—Declared Real Estate major. Student must complete one other class in addition to work experience, during the summer, in order to receive credit.

Lecture 1 hour, laboratory 5–15 hours

Offered: Variable

Applies principles and skills acquired in real estate occupational majors to on-the-job assignments. In addition to weekly class activities, one unit of credit is granted for each 60 hours of volunteer or 75 hours of paid work activity. The job supervisor and the RE 291 instructor will evaluate each student's job performance. (Repeatable—not to exceed four units per level.) [D; CSU]

RE 292.
Work Experience in Real Estate III
2–4 units

Grade only

Prerequisite: RE 291 or equivalent
Limitation on Enrollment: Fall/Spring—Declared Real Estate major. Student must complete no fewer than seven units, including work experience, during each semester in order to receive credit. Summer—Declared Real Estate major. Student must complete one other class in addition to work experience, during the summer, in order to receive credit.

Lecture 1 hour, laboratory 5–15 hours

Offered: Variable

Applies principles and skills acquired in real estate occupational majors to on-the-job assignments. In addition to weekly class activities, one unit of credit is granted for each 60 hours of volunteer or 75 hours of paid work activity. The job supervisor and the RE 292 instructor will evaluate each student's job performance. (Repeatable—not to exceed four units per level.) [D; CSU]

RE 293.
Work Experience in Real Estate IV
2–4 units

Grade only

Prerequisite: RE 292 or equivalent
Limitation on Enrollment: Fall/Spring—Declared Real Estate major. Student must complete no fewer than seven units, including work experience, during each semester in order to receive credit. Summer—Declared Real Estate major. Student must complete one other class in addition to work experience, during the summer, in order to receive credit.

Lecture 1 hour, laboratory 5–15 hours

Offered: Variable

Applies principles and skills acquired in real estate occupational majors to on-the-job assignments. In addition to weekly class activities, one unit of credit is granted for each 60 hours of volunteer or 75 hours of paid work activity. The job supervisor and the RE 293 instructor will evaluate each student's job performance. (Repeatable—not to exceed four units per level.) [D; CSU]

RE 295.
Selected Topics in Real Estate
1–3 units

Offered: Variable

Permits students to study relevant subjects within the field of real estate. The specific objectives, methods of instruction, and units of credit to be determined individually for projects proposed under this course description. (May be repeated for additional credit with new content.) [D; *CSU]

* Please refer to the class schedule for specific course description and transferability information.

RE 299.
Independent Study
1–3 units

Limitation on Enrollment: Eligibility for independent study. See page 30.

Offered: Variable

Individual study or research in some area of real estate of particular interest to the student and not included in regular courses of the College. [D; CSU]