

Area: Business & Computer Science
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Degree: A.A. - Real Estate
 Certificate: Real Estate
 Department Certificate: Real Estate Sales

Real Estate Degree

Major Code: 011223A01

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.

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- identify and explain the major functional areas of real estate, including legal aspects, finance, economics, real estate practice, and appraisal.
- demonstrate effective leadership skills in a real estate environment.
- analyze practical real estate problems.
- integrate real estate principles related to finance, law, products, services and information.
- assess current real estate market conditions.
- recommend appropriate sales strategies, based on market conditions.
- qualify for the California Real Estate Brokers and Salesperson license examinations.
- utilize research and critical thinking to evaluate and recommend alternative solutions to real estate problems.

Career Opportunities

Students earning this degree are on the pathway to work in the following fields: real estate salesperson, real estate broker, small business owner.

Requirements for Degree	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 342 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)	

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

Major Code: 011223C01

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.

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- apply a basic knowledge of the fundamental concepts of real estate.
- define the technical terminology involved in the real estate field.
- interpret and apply a knowledge of real estate transactions.
- qualify for the California Real Estate Salesperson's License Examination.
- analyze real estate situations and property, interpret the data, and properly complete deposit receipts.

See losrios.edu/gainful-emp-info/gedt.php?major=011223C01 for Gainful Employment Disclosure.

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 342 Real Estate Appraisal	3
And a minimum of 3 units from the following:	3
ACCT 101 Fundamentals of College Accounting (3)	
ACCT 301 Financial Accounting (4)	
BUS 110 Business Economics (3)	
ECON 302 Principles of Macroeconomics (3)	
ECON 304 Principles of Microeconomics (3)	
RE 360 Real Estate Economics (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.

DEPARTMENT CERTIFICATES

Real Estate Sales Certificate

This certificate introduces the basic concepts of the real estate career field, with a specific focus on sales. Topics include the principles of real estate, law, economics, finance, practice, and appraisal.

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- apply a basic knowledge of the fundamental concepts of real estate
- define the technical terminology involved in the real estate field
- interpret and apply a knowledge of real estate transactions
- qualify for the California Real Estate Salesperson's License Examination

Requirements for Certificate		9 Units
RE 300	California Real Estate Principles.....	3
RE 310	Real Estate Practice.....	3
And a minimum of 3 units from the following:		3
ACCT 301	Financial Accounting (4)	
BUS 340	Business Law (3)	
RE 320	Real Estate Finance (3)	
RE 330	Legal Aspects of Real Estate (3)	
RE 342	Real Estate Appraisal (3)	
RE 350	Real Property Management (3)	
RE 360	Real Estate Economics (3)	

Real Estate

RE 295 Independent Studies in Real Estate 1-3 Units

Prerequisite: None

Hours: 54-162 hours LAB

Independent Study is an opportunity for the student to extend classroom experience in this subject, while working independently of a formal classroom situation. Independent study is an extension of work offered in a specific class in the college catalog. To be eligible for independent study, students must have completed the basic regular catalog course at American River College. They must also discuss the study with a professor in this subject and secure approval. Only one independent study for each catalog course will be allowed.

RE 300 California Real Estate Principles 3 Units

Course Transferable to CSU

Hours: 54 hours LEC

This course covers the basic laws and principles of California real estate. It provides the 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

Course Transferable to CSU

Hours: 54 hours LEC

This course covers the daily operations in the role of real estate agent or broker. It includes listing, prospecting, advertising, financing, sales techniques, escrow, and ethics. This course also covers basic laws and practices of California real estate and provides background and terminology necessary for advanced study in more specialized courses. This course applies towards the educational requirements for the California State Broker's examination.

RE 320 Real Estate Finance 3 Units

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

Course Transferable to CSU

Hours: 54 hours LEC

This course covers real estate financing, including lending policies and problems in financing transactions in residential apartments and commercial and special purpose properties. Methods of financing properties are emphasized. It 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

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

Course Transferable to CSU

Hours: 54 hours LEC

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

RE 342 Real Estate Appraisal 3 Units

Course Transferable to CSU

Hours: 62 hours LEC

This course covers entry-level education in the real estate appraisal field, concentrating on the appraisal of single-family residences (real property). It covers Basic Appraisal Principles (30 Hours) and Basic Appraisal Procedures (30 Hours) pursuant to the Appraiser Qualifications Board's (AQB) Real Property Appraiser Qualification Criteria (effective January 1, 2008). This course is designed to meet the California Bureau of Real Estate Appraisers (BREA) requirements for Basic Education (60 Hours). It also meets the California Bureau of Real Estate (BRE) college-level educational requirements (3 semester units) for the salesperson and broker examinations.

RE 350 Real Property Management 3 Units

Course Transferable to CSU

Hours: 54 hours LEC

This course covers operation and management of real property marketing procedures, leases, maintenance, insurance, accounting, records, public and human relations, employer responsibilities, and selection of personnel and agreements. This course applies towards the educational requirements for the California State Broker's Examination.

RE 360 Real Estate Economics 3 Units

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 Bureau of Real Estate broker's examination.

RE 495 Independent Studies in Real Estate 1-3 Units

Prerequisite: None

Course Transferable to CSU

Hours: 54-162 hours LAB

Independent Study is an opportunity for the student to extend classroom experience in this subject, while working independently of a formal classroom situation. Independent study is an extension of work offered in a specific class in the college catalog. To be eligible for independent study, students must have completed the basic regular catalog course at American River College. They must also discuss the study with a professor in this subject and secure approval. Only one independent study for each catalog course will be allowed.