

REAL ESTATE DEGREE AND CERTIFICATE PROGRAM

The Real Estate program offers an Associate in Science degree, a Certificate of Achievement and Skills Certificates in Property Management and Real Estate.

ASSOCIATE IN SCIENCE DEGREE IN REAL ESTATE

Major Code: 051100

Plan B

Students wishing to transfer should pursue an A.A. degree in Business Administration with the advice of a counselor. The A.S. in Real Estate is designed to meet the specific needs of persons currently employed in the Real Estate field and seeking additional information for the purpose of upgrading their positions, and for those individuals who want to enter this field. This program is of interest to those who either are now, or hope to become salespersons, brokers, appraisers, escrow Officers, property managers, and community developers.

Students must complete the following three components:		
COMPONENT I:	Real Estate Core	21 to 23
COMPONENT II:	Real Estate Electives	21
COMPONENT III:	General Education (Graduation Plan B)	18
	Minimum Total Units	60

COMPONENT I: REAL ESTATE DEGREE CORE

All students must complete the following:		
Course	Description	Units
Bus 5	Business Law I	3
Real Es 1	Real Estate Principles	3
Real Es 3	Real Estate Practices	3
Real Es 5	Legal Aspects of Real Estate I	3
Real Es 7	Real Estate Finance	3
Real Es 9	Real Estate Appraisal I	3
Acctg 1	Introductory Accounting I	5
	Total	23

COMPONENT II: REAL ESTATE DEGREE ELECTIVES

Choose a minimum of 21 units from the list below.		
Course	Description	Units
Bus 1	Introduction to Business	3
Bus 6	Business Law II	3
Bus 31	Business English	3
Bus 32	Business Communications	3
Bus 38	Business Computations	3
Bus 60	Keyboarding Fundamentals I	3

Choose a minimum of 21 units from the list below.		
Course	Description	Units
Co Info 1	Principles of Business Computer Systems	3
Market 1	Principles of Selling	3
Market 21	Principles of Marketing	3
Real Es 14	Property Management	3
Real Es 16	Income Tax Aspects of Real Estate	3
Real Es 18	Real Estate Investments	3

CERTIFICATE OF ACHIEVEMENT IN REAL ESTATE

The Real Estate Career Certificate, granted in conjunction with the California Division of Real Estate and the California Real Estate Association, may be earned by earned by completing the following courses. Units earned in the completion of this certificate, may be applied toward the A.S. degree in Real Estate or the A.A. degree in Business Administration.

Note: A California Real Estate Certificate requires a grade of "C" or better in all real estate courses. Please check with a counselor to ensure that Real Estate Certificate courses are currently being offered.

All students must complete the following		
Course	Description	Units
Bus 5	Business Law I	3
Real Es 1	Real Estate Principles	3
Real Es 3	Real Estate Practices	3
Real Es 5	Legal Aspects of Real Estate I	3
Real Es 7	Real Estate Finance	3
Real Es 9	Real Estate Appraisal I	3
Acctg 1	Introductory Accounting I	5

Select a minimum of 9 units from the following		
Course	Description	Units
Bus 1	Introduction to Business	3
Bus 6	Business Law II	3
Bus 31	Business English	3
Bus 32	Business Communications	3
Bus 38	Business Computations	3
Bus 60	Keyboarding Fundamentals I	3
Co Info 1	Principles of Business Computer Systems	3
with Co Info 23	Programming Lab	1
Market 1	Principles of Selling	3
Market 21	Principles of Marketing	3
Real Es 10	Real Estate Appraisal II	3
Real Es 14	Property Management	3
Real Es 16	Income Tax Aspects of Real Estate	3
Real Es 18	Real Estate Investments	3
	Total	30 to 32

The educational requirements for Real Estate Sales and Broker licenses are as follows:

*REAL ESTATE SALESPERSON

Successful completion of three college level courses is required to qualify to take the real estate salesperson examination given by the California Department of Real Estate:

Course	Description	Units
Real Es 1	Real Estate Principles	3
Real Es 3	Real Estate Practices	3
And one course from the following list:		
Acctg 1	Introductory Accounting I	5
Bus 5	Business Law I	3
Real Es 5	Legal Aspects of Real Estate I	3
Real Es 7	Real Estate Finance	3
Real Es 9	Real Estate Appraisal I	3
Real Es 14	Property Management	3

*REAL ESTATE BROKER

Successful completion of the following eight statutorily required college level courses:

Course	Description	Units
Bus 5	Business Law I	3
Real Es 3	Real Estate Practices	3
Real Es 5	Legal Aspects of Real Estate I	3
Real Es 7	Real Estate Finance	3
Real Es 9	Real Estate Appraisal I	3
Real Es 14	Property Management	3
Acctg 1	Introductory Accounting I	3

*As the California Department of Real Estate determines the exact requirements for obtaining Real Estate licenses, the student should contact the Department of Real Estate directly.

See www.dre.ca.gov

CONTINUING EDUCATION REQUIREMENT

None of the courses listed on this page meet the 45 hour continuing education requirement for Real Estate License renewal every four years. Consult local Real Estate Boards for information about continuing education course offerings. Not all courses are offered each semester.

SKILLS CERTIFICATE IN PROPERTY MANAGEMENT

REQUIRED COURSES		
Course	Description	Units
Acctg 1	Introductory Accounting 1	5
Real Es 1	Real Estate Principles	3
Real Es 5	Legal Aspects of Real Estate I	3

REQUIRED COURSES		
Course	Description	Units
Real Es 14	Property Management	3
Bus 5	Business Law 1	3
or		
Real Es 18	Real Estate Investments	3
	Total	17

SKILLS CERTIFICATE IN REAL ESTATE

Major Code: 051102

REQUIRED COURSES		
Course	Description	Units
Real Es 1	Real Estate Principles	3
Real Es 3	Real Estate Practices	3
Real Es 5	Legal Aspects of Real Estate I	3
Real Es 7	Real Estate Finance I	3
Real Es 9	Real Estate Appraisal I	3
	Total	15

For information on Student Learning Outcomes for this program, go to <http://www.lahc.edu/slo/program.html>