

## MAJOR REQUIREMENTS

# REAL ESTATE

## BUSINESS DIVISION

The Associate of Arts degree in Real Estate is primarily designed for career and technical education and workforce training/development.

The curriculum is not aligned with course requirements for transfer to a specific major at a four-year college or university.

The Associate of Arts degree in Real Estate is designed for the serious student who seeks a rewarding career as a real estate professional. The degree offers a vigorous academic program exploring all facets of the real estate profession. Completion of the degree program fulfills the education requirements for the California Real Estate Broker's License.

*NOTE: Students should verify broker's license requirements with the California State Department of Real Estate.*

### PROGRAM LEARNING OUTCOMES (PLOs):

- Utilize a network of real estate professionals to conduct and complete the sale, purchase and management of real estate processes and transactions.  
Themes: Real Estate professions (roles), transactions, processes
- Use current and emerging technologies and applications to conduct real estate transactions.  
Themes: Computer skills, technologies
- Interpret property and real estate law to troubleshoot legal aspects in selling, purchasing and management of real estate.  
Themes: Real Estate law, legal issues
- Use of personal and business investment strategies and methods to advise clients and address customer needs.  
Themes: Personal and business investments
- Market, manage and direct the daily activities of a successful real estate agency.  
Themes: Marketing and management of business

- Model effective and appropriate interactions and relationships that create good will and repeat business.  
Themes: Company and customer relations
- Model, adopt, and comply with ethical and moral business practices that maintain and sustain trust and integrity in the workplace and with clients, pursuant to DRE regulations and requirements.
- Communicate oral and written thoughts in a clear and organized manner to effectively inform and convey ideas in the workplace and with clients.  
Themes: Effective communication

## ASSOCIATE OF ARTS DEGREE

### Real Estate

**MAJOR CODE: 0511.00**

*(30 Units, Plan A) + All West requirements for Associate Degree.*

REQUIRED COURSES	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practice	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
REAL ES 21 Real Estate Economics	3
<b>Or</b>	
ECON 1 Principles of Economics	3

AND 12 UNITS FROM THE FOLLOWING:	UNITS
REAL ES 4 Real Estate Office Administration	3
REAL ES 11 Escrow Principles	3
REAL ES 14 Property Management	3
REAL ES 18 Real Estate Investments I	3
MGMT 2 Organization & Management Theory	3
BUS 5 Business Law	3
<b>TOTAL</b>	<b>30</b>

*For RECOMMENDED COURSE SEQUENCE consult a WLAC counselor.*

### ATTENTION TRANSFER STUDENTS

**NOTE:** Students expecting to transfer to four-year institutions should see a West Los Angeles College counselor and consult the catalogs of transfer institutions regarding specific requirements for upper-division standing.

# MAJOR REQUIREMENTS



## CERTIFICATE OF ACHIEVEMENT

### Real Estate

MAJOR CODE: 0511.00

#### RECOMMENDED COURSE SEQUENCE

REQUIRED COURSES	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practice	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
REAL ES 21 Real Estate Economics	3
Or	
ECON 1 Principles of Economics	3

AND 6 UNITS FROM THE FOLLOWING:	UNITS
REAL ES 4 Real Estate Office Administration	3
REAL ES 10 Real Estate Appraisal II	3
REAL ES 11 Escrow Principles	3
REAL ES 14 Property Management	3
BUS 5 Business Law	3
CO SCI 901 Intro to Computers and Their Use	3
<b>TOTAL CERTIFICATE UNITS REQUIRED</b>	<b>24</b>



## SKILL CERTIFICATES\*

*Note: Skill certificates are not state-approved and are not included on transcripts. Only students completing state-approved degrees and/or certificates may participate in commencement.*

*\*Departments offering Skills Certificates are responsible for their issuance.*

This skill certificate prepares individuals with the essential skills and abilities to work as assistants in real estate offices. Assistants support agents, brokers, appraisers, and escrow officers in the conduct of real estate office business. Completion of 18 units (6 classes) earns the Real Estate Assistant Skill Certificate.

### Real Estate Assistant

MAJOR CODE: 0511.11

	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practices	3
ACCTG 21 Bookkeeping & Accounting	3
Or	
ACCTG 1 Introductory Accounting	5
BUS 38 Business Computations	3
REAL ES 4 Real Estate Office Administration	3
CO SCI 901 Intro to Computers and Their Use	3
<b>SKILL CERTIFICATE UNITS REQUIRED</b>	<b>18</b>

The California Office of Real Estate Appraisers (OREA) currently requires 150 hours of education in real estate appraisal to qualify for the Trainee Appraiser License. The required courses listed below can be used to satisfy that requirement. In certain cases, the courses below may also be used to satisfy both the Department of Real Estate (DRE) and OREA requirements for licensing. Students should consult with the DRE to verify current broker's license requirements.

### Real Estate Appraiser Trainee

MAJOR CODE: 0511.11

	UNITS
REAL ES 9 Real Estate Appraisal I	3
REAL ES 10 Real Estate Appraisal II	3
REAL ES 39 Uniform Standards of Appraisal	1
REAL ES 40 Report Writing & Case Studies	3

#### ELECTIVES (6 UNITS FROM THE FOLLOWING):

REAL ES 1 Real Estate Principles	3
REAL ES 5 Legal Aspects of Real Estate I	3
REAL ES 7 Real Estate Finance I	3
REAL ES 21 Real Estate Economics	3
<b>SKILL CERTIFICATE UNITS REQUIRED</b>	<b>18</b>