

REAL ESTATE

Pathway: Business & Public Services

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Award Title	Award Type	GE Units	Required Course Units	Major Elective Units	Major Units
Real Estate*	A.A.	21*	45	-	45
Real Estate	C		30	-	30

At least 60 degree applicable units are required to earn an Associate degree.

*This Associate Degree is eligible for a reduction of General Education requirements from 21 to 18 units; please consult with a counselor for more details.

PROGRAM OVERVIEW

The Real Estate Program offers several options, which prepare students for increasing levels of responsibility and career choices within the field of real estate.

The Associate of Arts in Real Estate degree is designed for transfer to an upper division public college or university in the State of California. The designed curriculum prepares students for the real estate salesperson's license, the real estate broker's license and the practice of real estate.

By fulfilling the program requirements, students are prepared for a variety of entry level and advanced career opportunities in the real estate profession. Typical positions include: real estate agent, broker, real estate assistant, processor, appraiser, property manager, escrow officer, title officer, real estate office manager, consumer protection representative, land developer, urban planner, construction, business sales agent, community advocate, property inspector, investor, and owner of income producing properties.

PROGRAM LEARNING OUTCOMES (PLOs)

Upon completion of the Degree/Certificate program, students are able to:

1. Demonstrate knowledge of real estate principles and practices in fulfillment of Department of Real Estate Licensure requirements.

REAL ESTATE

Associate in Arts Degree
Major Units: 45

Requirements for the Associate in Arts degree in Real Estate may be met by completing 45 units of Required Courses with a "C" or better along with General Education units. Information on the General Education unit requirements may be found in the catalog under Graduation Requirements.

USEFUL LATTTC LINKS:

College Catalog: <http://college.lattc.edu/catalog/>

Financial Aid Office: <http://college.lattc.edu/financialaid/>

Counseling Department: <http://college.lattc.edu/counseling/>

General Education Information: <http://college.lattc.edu/catalog>

REQUIRED COURSES

SEMESTER I		UNITS
REAL ES 001	Real Estate Principles	3
BUS 005	Business Law I	3
BUS 001	Introduction to Business	3
BUS 032	Business Communications	3

SEMESTER II		UNITS
BUS 038	Business Computations	3
CAOT 082	Microcomputer Software Survey in the Office	3
REAL ES 009	Real Estate Appraisal I	3

SEMESTER III		UNITS
ACCTG 001	Introductory Accounting I	5
REAL ES 007	Real Estate Finance I	3
REAL ES 003	Real Estate Practices	3
CAOT 101	Hands-on Internet	1

SEMESTER IV		UNITS
REAL ES 014	Property Management	3
SUPV 011	Oral Communications	3
REAL ES 005	Legal Aspects of Real Estate I	3
ECON 002	Principles of Economics II	3

NOTE: Students should verify the broker's and salesperson's licensing requirements with the California Department of Real Estate.

REAL ESTATE

Certificate of Achievement
Major Units: 30

A Certificate of Achievement in Real Estate may be earned by completing 30 units of Required Courses with a "C" or better in each course.

REQUIRED COURSES

SEMESTER I		UNITS
REAL ES 001	Real Estate Principles	3
REAL ES 003	Real Estate Practices	3
BUS 005	Business Law I	3
CAOT 082	Microcomputer Software Survey in the Office	3
REAL ES 007	Real Estate Finance I	3

SEMESTER II		UNITS
REAL ES 009	Real Estate Appraisal I	3
ACCTG 001	Introductory Accounting I	5
MARKET 001	Principles of Selling	3
BUS 001	Introduction to Business	3
CAOT 101	Hands-on Internet	1

You can register in these classes by logging on to the Student Information System at <http://college.lattc.edu/student/new-students/register-now/>

For additional information consult a LATTTC college counselor.