

# REAL ESTATE - ASSOCIATE IN SCIENCE

San José City College offers an Associate in Science (AS) and a Certificate of Achievement in Real Estate. The three pillars of the program are:

## California License Applicants

Students will complete courses designed to meet the educational requirements of the California Bureau of Real Estate (CalBRE) for state licensing. Applicants for the Real Estate Salesperson license must complete 3 courses (9 units): Principles of Real Estate, Real Estate Practice and one elective selected from among the additional courses listed under the Certificate of Achievement - Level 2. Completion of the Certificate of Achievement - Level 2 along with REAL 123 along with REAL 123 satisfies the educational requirements for the more rigorous Real Estate Broker license.

## Real Estate Career Success

The multi-disciplinary nature of real estate encompasses a wide variety of knowledge and skills from fundamental principles to more advanced financial, economic, valuation, and legal concepts. Students will study the body of knowledge and skills with an emphasis on developing the competencies essential to a successful career in real estate.

## Personal Financial Well-Being

Financial literacy and planning plays an important role in an individual's future financial well-being. For many individuals and households, real estate is one of the cornerstones of their economic and financial status. Inherent within the real estate courses, students are exposed to economic and financial principles applicable to personal financial decisions that individuals will face in their lifetimes.

## Program Learning Outcomes

- Discriminate among knowledge and skills to uncover and apply the core competencies for a successful career in real estate.
- Complete the educational requirements for California Real Estate licensing and prepare for the state licensing exams.
- Evaluate real estate together with personal financial principles to discern its role in an individual's personal financial well-being.

## A.S. Degree Requirements

| Course  | Title                          | Credits |
|---|--------------------------------|---------|
| REST 122  | Principles of Real Estate      | 3       |
| REST 123  | Real Estate Appraisal          | 3       |
| REST 124  | Legal Aspects of Real Estate   | 3       |
| REST 125  | Real Estate Practice           | 3       |
| REST 126  | Real Estate Finance            | 3       |
| Select one course from the following:                     |                                | 3-5     |
| ACCTG 020   | Financial Accounting           | 5       |
| ACCTG 101   | Bookkeeping for Small Business | 3       |
| REST 128  | Real Estate Economics          | 3       |
| Complete three non-duplicated courses from the following: |                                |         |
| ACCTG 020   | Financial Accounting           |         |
| ACCTG 101   | Bookkeeping for Small Business |         |
| BUS 071   | Legal Environment of Business  |         |

|   |  |           |
|---|--|-----------|
| REST 127  | Real Estate Property Management              |           |
| REST 128  | Real Estate Economics                        |           |
| Select one course from the following:   |  |           |
| ECON 010A   | Principles of Macroeconomic Theory           | 3         |
| ECON 010B   | Introduction to Microeconomic Theory         | 3         |
| Complete three units from the following:  |  |           |
| *Students may take CA 040D, 050D and 060D for 3 units or CA 100D, but not both. |  |           |
| CA 040D   | Microsoft Word Level 1                       | 1         |
| CA 050D   | Microsoft Excel Level 1                      | 1         |
| CA 060D   | Microsoft Access Level 1                     | 1         |
| CA 100D   | Microsoft Office                             | 3         |
| CIS 041   | Introduction to Computer Information Systems | 3         |
| General Electives if needed   |  | 0-2       |
| General Education Requirements  |  | 24        |
| Physical Activity   |  | 1         |
| <b>Total Units</b>  |  | <b>60</b> |