



San Jose City College

Enter your institution 6-digit OPEID:

0128200

PROGRAM NAME & LENGTH: **Real Estate - 9 Months**

Enter Department of Education 6-digit CIP for program (Ex: 11.0101) and click on "Search CIP":

52.1501

CIP Program description:

Students will be provided an opportunity to complete courses which fulfill the State of California's Department of Real Estate (DRE) educational requirements as well as advancing the student's knowledge and understanding of subjects integral to successful real estate related business operations.

Real Estate Sales License applicants must complete 3 courses (9 units) consisting of: Real Estate Principles, Real Estate Practices, and one from the courses approved for Brokers license applicants.

Real Estate Broker License applicants must complete 8 courses including the above. Completion of the courses listed under Certificate of Achievement Level 2 satisfies this requirement.

Students who complete this program are qualified for employment in real estate offices, related housing and financial institutions, and property management.

Specifically, the students will be able to:

1. Complete the educational requirements for Real Estate Salesperson Exam and license.
2. Demonstrate proficiency in knowledge of fundamental principles and concepts unique to real estate.
3. Explain proper application of various forms and procedures in the area of real estate practice.
4. Successfully pass the State of California Salesperson Exam.
5. Complete the entire core courses required for the State of California Real Estate Brokers Exam and license -- principles, practices, real estate finance, basic appraisal, and legal fundamentals.
6. Select and complete courses which allow for continued improvement in an area of vocational expertise - real estate finance, appraisal, property management, or financial management.
7. Successfully pass the State Brokers Exam.
8. Select and complete courses which enhance the operating skills in the technologically driven real estate information market.
9. Select and complete courses which require understanding of the economic

and marketing factors of supply and demand.

Enter the name of the program, if different than the CIP program description provided above:

Select the level for this program: Certificate

Enter the program length in months: 9

RELATED OCCUPATIONS:

COST:

Enter the total tuition and required fees for the entire program completed in normal time:

944

Enter the total estimated costs for books and supplies for the entire program:

1656

Enter the total annual room and board charges for living on campus:

Check here if your institution does not offer on-campus living

Enter the URL for program cost information available on your institution's website under Sec. 668.43(a):

DEBT AT PROGRAM COMPLETION:

Enter the number of students completing the program between July 1, 2009 and June 30, 2010:

0

Of the **XXX** *[pre-populated from the response above]* completers reported above, enter the number completing with any student loan debt: *[The percentage of students completing the program with debt will be calculated using this field and the field above]*

For all students (both borrowers and non-borrowers) completing the program between July 1, 2009 and June 30, 2010, enter the median cumulative debt for each of the following:

Federal student loan debt: 0

Private loan debt: n/a

Institutional financing plan debt: **n/a**

PROGRAM COMPLETION IN NORMAL TIME:

Enter the normal time in months to complete program as published in your institution catalog:

12

Of the **XXX** *[pre-populated from response to the first question in the debt at program completion section]* students completing the program between July 1, 2009 and June 30, 2010, enter the number who completed the program within the normal time reported above:

n/a

JOB PLACEMENT:

Enter the job placement rate for program completers:

n/a %

For the job placement rate reported above, enter the following information to be included in the template as context for the job placement rate.