

**San José City College**  
**Associate in Science Degree**  
**2016-2017**

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**REAL ESTATE**

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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 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.

**CAREER OPTIONS:**

- Real Estate Office
- Property Management
- Related Housing and Financial Institutions

Upon completion of program students will be able to:

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

**FOR ADDITIONAL INFORMATION, SEE A COUNSELOR, VISIT THE CAREER/TRANSFER CENTER, OR CONTACT:**

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San José City College Web Page

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## ***Real Estate***

<b><u>CERTIFICATE OF ACHIEVEMENT - LEVEL 2:</u></b>			<b><u>UNITS</u></b>
REST	122	Principles of Real Estate	3
REST	124	Legal Aspects of Real Estate	3
REST	125	Real Estate Practice	3
REST	126	Real Estate Finance	3
SELECT <u>ONE COURSE</u> FROM THE FOLLOWING:			3 - 5
ACCTG	020	Financial Accounting	5
ACCTG	101	Bookkeeping for Small Business	3
REST	128	Real Estate Economics	3
SELECT <u>TWO NON-DUPLICATED</u> COURSES FROM THE FOLLOWING:			6 - 8
ACCTG	020	Financial Accounting	5
ACCTG	101	Bookkeeping for Small Business	3
BUS	071	Legal Environment of Business	3
REST	127	Real Estate Property Management	3
REST	128	Real Estate Economics	<u>3</u>
<b>TOTAL REQUIRED UNITS</b>			<b>21 - 23</b>
 <b><u>A.S. MAJOR REQUIREMENTS:</u></b>			
CERTIFICATE OF ACHIEVEMENT - LEVEL 2			21 - 23
Plus choose 12 units which can be from any of the previous listed courses and must include at least one course from Group A (Economics) and at least one of the options in Group B (Computers).			12
 <b><u>GROUP A: ONE COURSE FROM THE FOLLOWING:</u></b>			
ECON	010A	Principles of Macroeconomic Theory	3
ECON	010B	Introduction to Microeconomic Theory	3
 <b><u>GROUP B: PLUS ONE OF THE FOLLOWING OPTIONS:</u></b>			
<i>Option 1</i>			
CIS	041	Introduction to Computer Information Systems	3
<i>Option 2</i>			
CA	040D	Microsoft Word Specialist	1
CA	050D	Microsoft Excel Specialist	1
CA	060D	Microsoft Access Specialist	<u>1</u>
<b>TOTAL</b>			<b>33 - 35</b>
 <b><u>A.S. DEGREE REQUIREMENTS:</u></b>			
MAJOR REQUIREMENTS			33 - 35
GENERAL ELECTIVES (if needed)			0 - 2
GENERAL EDUCATION PATTERN/GRADUATION REQUIREMENTS			24
PHYSICAL ACTIVITY			<u>1</u>
<b>TOTAL REQUIRED UNITS</b>			<b>60</b>