

# REAL ESTATE

Pathway: Business & Civic Engagement

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| Award Title | Academic Plan | Award Type | GE Units | Required Course Units | Major Elective Units | Major Units |
|-------------|---------------|------------|----------|-----------------------|----------------------|-------------|
| Real Estate | T002896C      | A.A.       | 21*      | 45                    | -                    | 45          |
| Real Estate | T021832D      | C          |          | 30                    | -                    | 30          |

At least 60 degree applicable units are required to earn an Associate degree.  
 \*GE Units requirements may be fulfilled by completing any General Education Pattern; please consult with a counselor for more details.  
 These programs are Financial Aid Eligible.

## 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:

- 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 LATTC LINKS:

College Catalog, Class Schedule & more: <http://www.lattc.edu/academics>

Financial Aid Office: <http://www.lattc.edu/services/financial-aid>

Counseling Services & Support: <http://www.lattc.edu/services/support>

Business & Civic Engagement Pathway: <http://www.lattc.edu/academics/pathways/bce>



## 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     |

To register: <http://www.lattc.edu/student-guides/new-student-guide>

For additional information consult a LATTC college counselor.