

# REAL ESTATE

## LONG BEACH CITY COLLEGE

### Curriculum Guide for Academic Year 2009-2010

#### Associate in Arts, Certificate of Achievement and/or Certificate of Accomplishment

ALL INFORMATION CONTAINED HEREIN IS SUBJECT TO CHANGE WITHOUT NOTICE.

For possible updates to this guide please refer to the following website: <http://osca.lbcc.edu>

#### CAREER OPPORTUNITIES

Career opportunities in real estate include jobs in real estate sales, real estate appraisal, real estate lending, real estate property management, real estate development, title insurance and escrow. Careers in California as a real estate salesperson or real estate broker (including property management and sales of business opportunities) require a license from the California Department of Real Estate (“DRE”). Before applying to take the Real Estate Salesperson Examination administered by DRE, applicants must complete courses in Real Estate Principles, Real Estate Practice, and one elective real estate course. Before applying with DRE to take the examination for a Real Estate Broker license, applicants must complete courses in Real Estate Practice, Real Estate Appraisal, Legal Aspects of Real Estate, Real Estate Finance, either Real Estate Economics or a general accounting course, and three elective real estate courses. See [www.dre.ca.gov](http://www.dre.ca.gov) for further information.

Careers in California as a real estate appraiser require a license from the California Office of Real Estate Appraiser (“OREA”). See [www.orea.ca.gov](http://www.orea.ca.gov) for further information. Students can obtain the 150 hours of education in the specified appraisal subjects for the Trainee or Residential appraisal license by completing the Real Estate Principles, Real Estate Appraisal, Advanced Real Estate Appraisal and Real Estate Appraisal—USPAP courses offered in the Real Estate program. With additional courses identified on a transfer curriculum guide for Business Administration students can prepare for a baccalaureate degree with an option in this field. The Real Estate Career Certificate Program prepares the student for direct entry to the field of real estate sales, real estate appraisal, real estate property management, real estate lending, or other support services.

#### DEPARTMENTAL ADMISSION REQUIREMENTS

None. For more departmental information call (562) 938-4064.

<b>REQUIRED COURSES</b>		<b>UNITS</b>	<b>In Progress</b>	<b>Completed Grade</b>
REAL 78 or ACCTG 1A or ACCTG 200A	Real Estate Economics (F, SP) or Principles of Accounting (F, SP, S) or Introduction to Accounting (F, SP, S)	3-4		
REAL 80	Real Estate Principles (F, SP, S)	3		
REAL 81A	Real Estate Practices (F, SP, S)	3		
REAL 83A	Legal Aspects of Real Estate (F, SP)	3		
REAL 85	Real Estate Appraisal (F, SP)	3		
REAL 87	Real Estate Finance (F, SP)	3		
<b>Subtotal Units</b>		<b>18-19</b>		
<b>Select NINE (9) units from any of the following courses:</b>				
LAW 18A	Business Law (F, SP, S)	3		
MKTG 40	Salesmanship (F, SP)	3		
REAL 84	Mortgage Brokering /Lending in California(F, SP)	3		
REAL 86	Advanced Real Estate Appraisal (F, SP)	3		
REAL 92A	Escrows and Land Titles (F)	3		
REAL 253	Property Management (F, SP)	3		
REAL 282	Computer Applications in Real Estate (INF)	3		
REAL 286	Real Estate Appraisal – USPAP (INF)	1		
REAL 288	Homeowner Association Management (INF)	3		
<b>Subtotal Units</b>		<b>9</b>		

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<b>LEGEND</b>
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(SP = Spring) (S = Summer) (F = Fall) (INF = Infrequently) = Represents general frequency of course offering
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<b>GRADUATION REQUIREMENTS</b>
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**For CERTIFICATE OF ACHIEVEMENT:**

This certificate is a one to two year program in occupational/technical areas at Long Beach City College which provides training in job skills and employment opportunities. Complete the required units with a minimum grade of "C" in each course. Fifty percent (50%) or more of the unit requirements for this field of concentration must be completed in residence (credit earned by exam, where applicable, may be included).

**For ASSOCIATE IN ARTS DEGREE:**

The Associate Degree is a two-year college degree awarded by Long Beach City College which includes general education courses and a major. In addition to the requirements for the Certificate of Achievement, complete the A. A. degree requirements specified in the Catalog. The requirements for general education/proficiency and the field of concentration need to be from the same catalog year. This catalog year may be any year between the year of initial enrollment to the present, provided continuous enrollment is maintained throughout (see the catalog for definition of "continuous enrollment"). Fifty percent (50%) or more of the unit requirements for this field of concentration must be completed in residence (credit earned by exam, where applicable, may be included).

**NOTE:** To receive a certificate or degree you must submit completed application forms in the Admissions and Records Office during your final semester of course work.

In general, "double-counting" is not allowed. That is, one course may not be used to fulfill both a field of concentration requirement and to fulfill a general education requirement.

<b>CERTIFICATES OF ACCOMPLISHMENT</b>
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FOR OFFICE USE ONLY: 4112
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**Name of Certificate: Real Estate Appraisal**

REQUIRED COURSES	UNITS	In Progress	Completed Grade
REAL 80 Real Estate Principles (F, SP, S)	3		
REAL 83A Legal Aspects of Real Estate (F, SP)	3		
REAL 85 Real Estate Appraisal (F, SP)	3		
REAL 86 Advanced Real Estate Appraisal (F)	3		
<b>TOTAL UNITS</b>	<b>12</b>		

FOR OFFICE USE ONLY: 4113
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**Name of Certificate: Real Estate Lending**

REQUIRED COURSES	UNITS	In Progress	Completed Grade
REAL 80 Real Estate Principles (F, SP, S)	3		
REAL 84 Mortgage Loan Brokering and Banking (F, SP)	3		
REAL 87 Real Estate Finance (F, SP)	3		
REAL 92A Escrow and Land Titles (F)	3		
<b>TOTAL UNITS</b>	<b>12</b>		

FOR OFFICE USE ONLY: 4114

**Name of Certificate: Real Estate Property Management**

REQUIRED COURSES			UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 83A	Legal Aspects of Real Estate (F, SP)	3			
REAL 253	Property Management (F, SP)	3			
REAL 78	Real Estate Economics (F, SP)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

FOR OFFICE USE ONLY: 4115

**Name of Certificate: Real Estate Salesperson**

REQUIRED COURSES			UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 81A	Real Estate Practices (F, SP)	3			
REAL 83A	Legal Aspects of Real Estate (F, SP)	3			
MKTG 40	Salesmanship (F, SP)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

LEGEND
(F = Fall) (SP = Spring) (S = Summer) (INF = Infrequently) = Represents general frequency of course offering

**CERTIFICATE OF ACCOMPLISHMENT REQUIREMENTS**

**For CERTIFICATE OF ACCOMPLISHMENT:**

This certificate builds competency in a specific area and requires less than 18 units. Complete the required units with a minimum grade of "C" in each course. At least 50 percent of the unit requirements for a certificate of completion must be completed at Long Beach City College (credit earned by exam, where applicable, may be included). Please submit completed certificate application in to the Admissions and Records office during the final semester of course work.

**Students interested in transferring to a university to continue their study in this field of concentration or other majors are strongly advised to consult an LBCC academic counselor and refer to the ASSIST website ([www.assist.org](http://www.assist.org)) for major preparation information. Counselors can clarify the different major and admissions requirements at a university. Students may visit the Student Success/Transfer Services Center to access further educational resources. If you need to set up an appointment to see a counselor or schedule the SOAR Test, call LAC (562) 938-4561 or PCC (562) 938-3920.**