

REAL ESTATE

Curriculum Guide for Academic Year 2011-2012

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Students planning to **transfer** to a four-year college or university should refer to the ASSIST web site at www.assist.org and **consult a counselor** before beginning a program of study. To meet with a counselor call 562-938-4561 for the LAC, or (562) 938-3920 for PCC. Students may also wish to visit the Transfer Center on either campus.

Program of study leading to: **Associate in Arts (A.A.) Degree**

REQUIRED COURSES		UNITS	In Progress	Completed Grade
REAL 78 OR	Real Estate Economics OR	3 OR		
ACCTG 1A OR	Principles of Accounting OR	4 OR		
ACCTG 200A	Introduction to Accounting	3		
REAL 80	Real Estate Principles	3		
REAL 81A	Real Estate Practices	3		
REAL 83A	Legal Aspects of Real Estate	3		
REAL 85	Real Estate Appraisal	3		
REAL 87	Real Estate Finance	3		
Subtotal Units		18-19		
Complete NINE (9) units from any of the following courses:		UNITS		
LAW 18A	Business Law	3		
MKTG 40	Salesmanship	3		
REAL 84	Mortgage Brokering/Lending in California	3		
REAL 86	Advanced Real Estate Appraisal	3		
REAL 92A	Escrows and Land Titles	3		
REAL 253	Property Management	3		
Subtotal Units		9		
TOTAL UNITS		27 – 28		

For graduation with an **Associate in Arts (A.A.) Degree with a major in Real Estate:**

1. Units: Complete a minimum of 60 units, distributed as follows:			
	Real Estate Major:	27-28	units
	General Education/A.A.	25	units
	Electives/Other courses:	7-8	units
	TOTAL:	60	units

Associate Degree requirements continue on the following page:

Associate Degree requirements continued from the previous page:

1. **Scholarship:** Maintain an **overall grade point average (GPA) of 2.0** ("C" average) based on all accredited college work applied to the degree, no matter where completed. For this **field of concentration, complete each course above with a grade of "C" or better**, or "P" if course is graded on a P/NP basis.
2. **Residence for the Degree:** Complete at least 30 units of the required 60 in residence at LBCC, or complete in residence at LBCC at least 20 units within the last 30 units of work applied to the degree.
3. **Residence for the Field of Concentration:** Complete fifty percent (50%) or more of the unit requirements for this field of concentration in residence; this means at **least 14 units** of the required 27-28 must be **completed at Long Beach City College**. Credit earned by exam, where applicable, may be included.
4. **General Education and Proficiency Requirements:** Complete the required A.A./A.S. General Education and Proficiency requirements*, otherwise known as "Plan A". For Plan A requirements, refer to the general catalog or view it online at <http://osca.lbcc.edu>.
5. Complete and submit the degree application form to the Admissions and Records office during your final semester of course work. These forms are available in the Admissions and Records office, or online at <http://admissions.lbcc.edu/>. Refer to the Schedule of Classes (<http://schedule.lbcc.edu>) and click the "Important Dates" link to view the actual deadline for each semester.

*The requirements for general education/proficiency and the field of concentration (major) 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".

Unless otherwise noted, "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.

Program of study leading to:
Certificate of Achievement

REQUIRED COURSES—Complete the 27 – 28 units of required courses as listed in the Associate Degree requirements box on the first page.

REQUIRED COURSES	TOTAL UNITS	27 – 28	In	
			Progress	Completed
			<input type="text"/>	<input type="text"/>

For graduation with a **Real Estate Certificate of Achievement:**

1. Complete each of the **REQUIRED COURSES** listed above with a **minimum grade of "C"**, or better, or "P" if course is graded on a P/NP basis.
2. Complete fifty percent (50%) or more of the unit requirements for this field of concentration in residence; this means at **least 14 units** of the required 27-28 must be **completed at Long Beach City College**. Credit earned by exam, where applicable, may be included.
3. Complete and submit the certificate application form to the Admissions and Records office during your final semester of course work. These forms are available in the Admissions and Records office, or online at <http://admissions.lbcc.edu/>. Refer to the Schedule of Classes (<http://schedule.lbcc.edu>) and click the "Important Dates" link to view the actual deadline for each semester.

Program of study leading to:
Certificates of Accomplishment

Certificate: Real Estate Appraisal 4112

REQUIRED COURSES		UNITS	In	
			Progress	Completed Grade
REAL 80	Real Estate Principles	3	<input type="text"/>	<input type="text"/>
REAL 83A	Legal Aspects of Real Estate	3	<input type="text"/>	<input type="text"/>
REAL 85	Real Estate Appraisal	3	<input type="text"/>	<input type="text"/>
REAL 86	Advanced Real Estate Appraisal	3	<input type="text"/>	<input type="text"/>
TOTAL UNITS		12	<input type="text"/>	<input type="text"/>

Certificates of Accomplishment continue on the following page:

Certificate: Real Estate Lending 4113

<u>REQUIRED COURSES</u>		UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles	3		
REAL 84	Mortgage Loan Brokering and Banking	3		
REAL 87	Real Estate Finance	3		
REAL 92A	Escrow and Land Titles	3		
TOTAL UNITS		12		

Certificate: Real Estate Property Management 4114

<u>REQUIRED COURSES</u>		UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles	3		
REAL 83A	Legal Aspects of Real Estate	3		
REAL 253	Property Management	3		
REAL 78	Real Estate Economics	3		
TOTAL UNITS		12		

Certificate: Real Estate Salesperson 4115

<u>REQUIRED COURSES</u>		UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles	3		
REAL 81A	Real Estate Practices	3		
REAL 83A	Legal Aspects of Real Estate	3		
MKTG 40	Salesmanship	3		
TOTAL UNITS		12		

For graduation with a **Certificate of Accomplishment**:

1. Complete the above required units with a minimum grade point average of 2.0 ("C" average).
2. Fifty percent (50%) or more of the required units must be completed in residence at LBCC.
3. Complete and submit the certificate application form to the Admissions and Records office during your final semester of course work. These forms are available in the Admissions and Records office, or online at <http://admissions.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 estate4 courses. See 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 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.

Program Mission and Outcomes

The mission of the Real Estate Program is to help students acquire the necessary knowledge and skills to begin, or enhance, a career in real estate, or for transfer to an upper-division real estate program at a 4-year college or university.

Outcomes:

- Comprehend the primary elements of the language and theories of real estate, while recognizing the importance of ethics, social responsibility, and diversity as legitimate real estate objectives.
- Use creative and critical-thinking strategies in the solution of complex real estate situations through the application of learned real estate concepts.
- Develop communication and teamwork skills for the purpose of ensuring future personal and professional success.

Legend.

† This course has a prerequisite. Prerequisite courses must be complete with at least a “C” or “P” grade. Refer to the General Catalog (<http://www.lbcc.edu/cat/index.html>), the Schedule of Classes (<http://schedule.lbcc.edu/>), or the online Credit Course Outline (<http://wdb-asir.lbcc.edu/coursecurriculum/coursedetails/>) for specific prerequisite information.