

DIVISION	Business & Information Technology
DIVISION DEAN	Margaret Ortiz, M.A.
FACULTY CHAIR	Nickolas Zoumbos, M.S. Business 100D (909) 382-8912
OTHER FACULTY	Michael Durrett, M.B.A.
DIVISION OFFICE	Business 101 (909) 384-8908

There are a variety of reasons why people study real estate. Some wish to become real estate agents, and some to be better informed consumers as they work with agents to buy or sell a personal residence. Still, others study real estate as a way to acquire long-term investments that could generate rental income for their retirement years. Whatever the reason, this curriculum provides a strong basis for understanding the real estate market.

The Real Estate curriculum is designed to provide students with the course requirements for pre-qualification for the real estate sales or brokers examinations.

Core competencies emphasized by courses in this department:

- Read and retain information
- Write clearly
- Employ vocabulary of the subject studied

REAL ESTATE ASSOCIATE OF ARTS DEGREE

To graduate with a specialization in Real Estate or Escrow, students must complete the following required courses plus the general breadth requirements for the Associate Degree (total = 60 units).

REQUIRED COURSES	UNITS
ESCROW 101 Escrow Procedures I	3
REALST 100 Real Estate Principles	3
REALST 210 Real Estate Finance	3
REALST 215 Legal Aspects of Real Estate	3
REALST 230 Real Estate Economics OR	3
ECON 100 Introduction to Economics	(3)
Six units from one of the following areas of concentration	6
TOTAL UNITS	21

REAL ESTATE CONCENTRATION

ESCROW 102 Escrow Procedures II	3
ESCROW 103 Escrow Procedures III	3

ESCROW CONCENTRATION

ESCROW 102 Escrow Procedures II	3
ESCROW 103 Escrow Procedures III	3

RECOMMENDED COURSES FOR BOTH CONCENTRATIONS

REQUIRED COURSES	UNITS
ACCT 200 Principles of Accounting I	4
BUSAD 100 Introduction to Business	3
BUSAD 210 Business Law	3
BUSAD 106 Principles of Selling	3
BUSCAL 050 Quantitative Methods in Business	3
CIT 010 Beginning Keyboarding	3

REAL ESTATE/ESCROW CERTIFICATES

ESCROW CERTIFICATE

This certificate qualifies students for entry-level employment in title and escrow companies, mortgage companies, savings and loans, and related firms.

REQUIRED COURSES	UNITS
ESCROW 101 Escrow Procedures I	3
ESCROW 102 Escrow Procedures II	3
ESCROW 103 Escrow Procedures III	3
REALST 100 Real Estate Principles	3
REALST 210 Real Estate Finance	3
REALST 215 Legal Aspects of Real Estate	3
Six units from the list of recommended courses	6
TOTAL UNITS	24

RECOMMENDED COURSES	UNITS
ACCT 100 Introduction to Accounting I OR	4
ACCT 200 Principles of Accounting I	4)
BUSAD 100 Introduction to Business	3
BUSAD 110 Human Resource Management	3
BUSAD 210 Business Law	3
BUSCAL 050 Quantitative Methods in Business	3
CIT 010 Beginning Keyboarding	3
CIT 031 Business English	3
REALST 200 Real Estate Practice	3
REALST 205 Real Estate Appraisal: Residential	3

REAL ESTATE CERTIFICATE

This certificate qualifies students for entry-level employment in title and escrow companies, mortgage companies, savings and loans, and related firms.

REQUIRED COURSES	UNITS
REALST 100 Real Estate Principles	3
REALST 200 Real Estate Practice	3
REALST 205 Real Estate Appraisal: Residential	3
REALST 210 Real Estate Finance	3
REALST 215 Legal Aspects of Real Estate	3
REALST 230 Real Estate Economics OR	3
ACCT 100 Introduction to Accounting I	(4)
Six units from the list of recommended courses	6
TOTAL UNITS	24-25

RECOMMENDED COURSES	UNITS
ACCT 100 Introduction to Accounting I OR	4
ACCT 200 Principles of Accounting I	4
BUSAD 100 Introduction to Business	3
BUSAD 103 Marketing Principles	3
BUSAD 210 Business Law	3
BUSCAL 050 Quantitative Methods in Business	3
ECON 100 Introduction to Economics	(3)
ESCROW 101 Escrow Procedures I	3
REALST 220 Property Management	3