

REAL ESTATE

Associate in Science

Career/Technical (Major Code: 02130)

Emphasizes strong foundational skills and knowledge required by real estate professionals in today's dynamic market. Prepares a student for positions with organizations involved in marketing, financing, development, management of real property as well as for government careers involving real property assessment, condemnation, management of publicly owned lands, and control of land utilization.

Program Student Learning Outcomes

- Explain how agency relationships affect a real estate licensee's disclosure requirements.
- Describe the relationship between a broker and his salesperson and explain how it is affected by California's real estate licensing laws.
- Demonstrate an ability to handle offers, including negotiating and making counteroffers.
- Describe the events that take place after a purchase and sales agreement is signed.
- Explain how underwriters use income to underwrite a loan.
- Differentiate between FHA, VA, and conventional loans.
- Describe the attributes of joint tenancy, including the right of survivorship.
- Explain how state and federal anti-discrimination laws impact real estate activities.
- Analyze the principles of supply and demand in relation to the real estate market and housing prices.
- Identify the differences between the political, social, and economic neighborhoods and how they affect property values.
- Compare and contrast the three different approaches to real estate appraisal and be able to explain which approach is best utilized for a particular property.
- Identify the steps in the appraisal process and the classical approaches to value.
- Differentiate between the various special management situations and disclosure forms in order to comply with state regulations.
- Identify the liability and risk management issues that are inherent in property management.
- Examine the operation and services provided by escrow and title insurance companies and explain these services to a buyer or seller.
- Calculate the proration rates for interest, fire insurance, and property taxes for both the buyers and sellers.

Code	Title	Units
Program Requirements ¹		
ACCT 101	PRINCIPLES OF ACCOUNTING I	4
BUS 140	BUSINESS LAW/THE LEGAL ENVIRONMENT OF BUSINESS	3
BUS 212	BUSINESS COMMUNICATION	3
CIS 101	INTRODUCTION TO BUSINESS INFORMATION SYSTEMS	4
ECON 101	PRINCIPLES OF ECONOMICS I	3
RE 101	REAL ESTATE PRINCIPLES	3
RE 102	REAL ESTATE PRACTICE	3

RE 104	REAL ESTATE FINANCE	3
RE 110	REAL ESTATE APPRAISAL	3
Total Units		29

Code	Title	Units
Recommended Electives		
BUS 183	BUSINESS MATHEMATICS	3
RE 106	LEGAL ASPECTS OF REAL ESTATE	3

¹ Some courses within this program may require additional coursework that must be completed prior to enrollment in these courses. Please consult the individual course listings for prerequisites and any other limitations on enrollment.

To earn an associate degree, additional general education and graduation requirements (<http://catalog.swccd.edu/certificates-certifications-degrees-csuuc-requirements/>) must be completed.