

PROGRAM DESCRIPTION:

The real estate professional in California is concerned with the transfer of title to real property and those activities supporting this vital function. Ranging in scope from the sale of single family residence to the management of a multi-unit residential complex, the real estate industry requires extensive education and practical experience of its licensees. The California Real Estate Commission has established stringent regulations, and the National Association of Realtors has an equally stringent Code of Ethics to insure a high level of individual professionalism.

CAREER AT A GLANCE:

HOW DO I KNOW IF THIS MAJOR IS FOR ME?

- You like working with people
- You are comfortable working a variety of hours, including some evenings and weekends
- You enjoy networking with others
- You like to negotiate contracts and prices for the sale, lease, or development of property
- You have strong oral and written communication skills
- You are organized and can effectively manage your time
- You are able to pay close attention to details
- You like to maintain records/files and prepare legal documents
- You like to persuade others to change their mind or behavior

Use Focus2Career on your MyChaffey portal to learn more about careers and majors that fit you best.

WHERE CAN I WORK?

Banks/Financial Institutions	City Councils
Colleges & Universities	Construction Companies
Federal/State Government	Leasing/Rental Offices
Mortgage Companies	National & Regional Real Estate Companies
Private/Public Enterprises	Real Estate Agent Offices
Brokers' Offices	Self-Employed

For more information visit: www.labormarketinfo.edd.ca.gov/OccGuides

HOW DO I GET STARTED?

- Start taking introductory real estate courses
- Practice interpersonal and public speaking communication skills
- Job shadow and network with real estate professionals
- Take RE 10, RE 15 and 1 course in real estate appraisal, finance, property management or escrow to qualify for the Real Estate Salesperson License in California

WHAT CAN I DO WITH THIS CERTIFICATE AND/OR ASSOCIATE DEGREE?

<i>Position Title</i>	<i>CA Median Salary</i>
Assessor	\$78,240
Loan Interviewer and Clerks	\$44,380
Real Estate Agent	\$52,380
Real Estate Broker	\$56,110
Title Examiner, Abstractor, Searcher	\$57,640

WHAT CAN I DO WITH HIGHER EDUCATION AND ADDITIONAL TRAINING?

<i>Position Title</i>	<i>CA Median Salary</i>
Appraisers of Real Estate	\$78,240
City and Regional Planning Aide	\$51,500
Loan Officer	\$66,190
Community Association Manager	\$67,240
Real Estate Developer	\$67,240
Urban and Regional Planner	\$85,410

For more information about careers, education and training requirements, salary data, and job outlooks visit www.onetonline.org.

MAJOR AND COURSE REQUIREMENTS:
LEGEND: G=Grade IP=In Progress N=Need **Bold: Prerequisites** Plain Text: No Prerequisites

<i>Major Requirements for the Associate in Science Degree: (S381)</i>		Grade	IP	Need	Units
ACCTG 1A	Financial Accounting				4
BUSL 50	Legal Aspects of Real Estate				3
RE 410	Real Estate Principles				3
RE 415	Real Estate Practice				3
RE 460	Real Estate Finance				3
RE 470	Real Estate Appraisal				3

Student Name: _____

ID#: _____

Date: _____

Counselor: _____

<i>Plus three courses from the following:</i>		Grade	IP	Need	Units
BUSL 28A	Business Law I				3
RE 486	Real Estate Property Management				3
RE 472	Advanced Real Estate Appraisal				3
RE 475	Real Estate Escrow				3

COUNSELOR NOTES:

Requirements for the Real Estate Certificate: (L382)

Same as the requirements for the A.S. Degree.

This program is intended for individuals desiring to become real estate salespersons with a minimum of course requirements.

<i>Requirements for the Real Estate Salesperson Certificate: (M383)</i>		GRADE	IP	NEED	UNITS
RE 410	Real Estate Principles				3
RE 415	Real Estate Practice				3

\$46 per unit for CA Residents

<i>Plus one course from the following:</i>		GRADE	IP	NEED	UNITS
ACCTG 1A	Financial Accounting				4
BUSL 28A	Business Law I				3
BUSL 50	Legal Aspects of Real Estate I				3
RE 460	Real Estate Finance				3
RE 470	Real Estate Appraisal				3
RE 475	Real Estate Escrow				3
RE 486	Real Estate Property Management				3

 In addition to completion of the MAJOR, there are other requirements for the degree, refer to the Chaffey College Graduation Requirement Sheet or see a counselor in the Counseling Center.
 All courses required for a certificate must be completed with a minimum grade of C.