# REAL ESTATE

**Associate in Arts**
**Transfer Preparation* (Major Code: 01170)**

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

Upon completion of the eight main courses for the Real Estate A.A Degree, students will be able to:

- 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.
- 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 |
| Select one of the following | | 3 |
| RE 104 | REAL ESTATE FINANCE | |
| RE 106 | LEGAL ASPECTS OF REAL ESTATE | |
| RE 110 | REAL ESTATE APPRAISAL | |
| **Total Units** | | **26** |

[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.

* Students planning to transfer to a four-year college or university should complete courses specific to the transfer institution of choice. University requirements vary from institution to institution and are subject to change. Therefore, it is important to verify transfer major preparation and general education requirements through consultation with a counselor in either the Counseling Center or Transfer Center. See catalog Transfer Courses Information (http://catalog.swccd.edu/student-success-support-program/student-services-and-college-services/other-services/transfer-courses/) section for further information.

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