

# REAL ESTATE

## LONG BEACH CITY COLLEGE

### Curriculum Guide for Academic Year 2008- 2009

#### Associate in Arts, Certificate of Achievement and/or Certificate of Accomplishment

ALL INFORMATION CONTAINED HEREIN IS SUBJECT TO CHANGE WITHOUT NOTICE.

For possible updates to this guide please refer to the following website: <http://osca.lbcc.edu>

#### CAREER OPPORTUNITIES

This field of concentration fulfills the course requirements students need to complete prior to taking the State Real Estate Examination for the Salesman and Brokers license. Effective October 1, 2007 Real Estate Principles, Real Estate Practice, and one elective course must be successfully completed before taking the State Salesman Examination. See [www.dre.ca.gov](http://www.dre.ca.gov) for further information. It also provides the required and elective classes for a Brokers license. 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. Completion of the following three (3) LBCC courses (Real Estate Principles, Real Estate Appraisal, and Advanced Real Estate Appraisal) provides 135 of the 150 hours education required for the Trainee and Residential Appraisal licenses under the 2008 Education Requirements of the Office of Real Estate Appraisers.

The Real Estate Career Certificate of Achievement Program prepares the student for direct entry to the field of real estate brokerage, appraisal, or other support services.

#### DEPARTMENTAL ADMISSION REQUIREMENTS

None. For more departmental information call (562) 938-4064.

<b>REQUIRED COURSES</b>		<b>UNITS</b>	<b>In Progress</b>	<b>Completed Grade</b>
REAL 78 or ACCTG 1A or ACCTG 200A	Real Estate Economics (F, SP) or Principles of Accounting (F, SP, S) or Introduction to Accounting (F, SP, S)	3-4		
REAL 80	Real Estate Principles (F, SP, S)	3		
REAL 81A	Real Estate Practices (F, SP, S)	3		
REAL 83A	Legal Aspects of Real Estate (F, SP)	3		
REAL 85	Real Estate Appraisal (F, SP)	3		
REAL 87	Real Estate Finance (F, SP)	3		
<b>Subtotal Units</b>		<b>18-19</b>		
<b>Select NINE (9) units from any of the following courses:</b>				
LAW 18A	Business Law (F, SP, S)	3		
MKTG 40	Salesmanship (F, SP)	3		
REAL 84	Mortgage Brokering /Lending in California(F, SP)	3		
REAL 86	Advanced Real Estate Appraisal (F, SP)	3		
REAL 92A	Escrows and Land Titles (F)	3		
REAL 253	Property Management (F, SP)	3		
<b>Subtotal Units</b>		<b>9</b>		
<b>TOTAL UNITS</b>		<b>27-28</b>		
<b>RECOMMENDED courses but not required:</b>				
ACCTG 230	Quickbooks Accounting (F, SP)	1		
ACCTG 400	Personal Finance Management (F, SP)	3		
MGMT 80	Small Business Entrepreneurship (F, SP)	3		
MKTG 41	Marketing Communications (F, SP)	3		

#### LEGEND

(SP = Spring) (S = Summer) (F = Fall) (INF = Infrequently) = Represents general frequency of course offering

**GRADUATION REQUIREMENTS**

**For CERTIFICATE OF ACHIEVEMENT:**

This certificate is a one to two year program in occupational/technical areas at Long Beach City College which provides training in job skills and employment opportunities. Complete the required units with a minimum grade of "C" in each course. Fifty percent (50%) or more of the unit requirements for this field of concentration must be completed in residence (credit earned by exam, where applicable, may be included).

**For ASSOCIATE IN ARTS DEGREE:**

The Associate Degree is a two-year college degree awarded by Long Beach city College which includes general education courses and a major. In addition to the requirements for the Certificate of Achievement, complete the A. A. degree requirements specified in the Catalog. The requirements for general education/proficiency and the field of concentration 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"). Fifty percent (50%) or more of the unit requirements for this field of concentration must be completed in residence (credit earned by exam, where applicable, may be included).

**NOTE:** To receive a certificate or degree you must submit completed application forms in the Admissions and Records Office during your final semester of course work.

In general, "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.

**CERTIFICATES OF ACCOMPLISHMENT**

**FOR OFFICE USE ONLY: 4112**

***Name of Certificate: Real Estate Appraisal***

<b>REQUIRED COURSES</b>			<b>UNITS</b>	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 83A	Legal Aspects of Real Estate (F, SP)	3			
REAL 85	Real Estate Appraisal (F, SP)	3			
REAL 86	Advanced Real Estate Appraisal (F)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

**FOR OFFICE USE ONLY: 4113**

***Name of Certificate: Real Estate Lending***

<b>REQUIRED COURSES</b>			<b>UNITS</b>	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 84	Mortgage Loan Brokering and Banking (F, SP)	3			
REAL 87	Real Estate Finance (F, SP)	3			
REAL 92A	Escrow and Land Titles (F)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

FOR OFFICE USE ONLY: 4114

**Name of Certificate: Real Estate Property Management**

REQUIRED COURSES			UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 83A	Legal Aspects of Real Estate (F, SP)	3			
REAL 253	Property Management (F, SP)	3			
REAL 78	Real Estate Economics (F, SP)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

FOR OFFICE USE ONLY: 4115

**Name of Certificate: Real Estate Salesperson**

REQUIRED COURSES			UNITS	In Progress	Completed Grade
REAL 80	Real Estate Principles (F, SP, S)	3			
REAL 81A	Real Estate Practices (F, SP)	3			
REAL 83A	Legal Aspects of Real Estate (F, SP)	3			
MKTG 40	Salesmanship (F, SP)	3			
<b>TOTAL UNITS</b>			<b>12</b>		

LEGEND
(F = Fall) (SP = Spring) (S = Summer) (INF = Infrequently) = Represents general frequency of course offering

**CERTIFICATE OF ACCOMPLISHMENT REQUIREMENTS**

**For CERTIFICATE OF ACCOMPLISHMENT:**

This certificate builds competency in a specific area and requires less than 18 units. Complete the required units with a minimum grade of "C" in each course. At least 50 percent of the unit requirements for a certificate of completion must be completed at Long Beach City College (credit earned by exam, where applicable, may be included). Submit a completed application for the certificate in the Admissions and Records office during the final semester of course work.

**Students interested in transferring to a university to continue their study in this field of concentration or other majors are strongly advised to consult an LBCC academic counselor and refer to the ASSIST website ([www.assist.org](http://www.assist.org)) for major preparation information. Counselors can clarify the different major and admissions requirements at a university. Students may visit the Student Success/Transfer Services Center to access further educational resources. To set up an appointment to see a counselor or schedule the SOAR Test, call LAC (562) 938-4561 or PCC (562) 938-3920.**