



# Real Estate A.A. Degree

CRC offers, in addition to a Real Estate AA Degree, a variety of courses available that satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

**Total Units: 59-61**

## First Year

### Semester 1

15-16 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>RE 300</b> California Real Estate Principles	3		F(O), S(O)	
<b>BUS 300</b> <sup>Z</sup> Introduction to Business	3		F(O,P), S(O,P), Su(O)	
<b>BUS 310</b> <sup>Z</sup> Business Communications	3	BUS 200; Advisory: ability to key 30 WAM	F, S	CRC Area II(a)
<b>ECON 310</b> <sup>1</sup> <sup>Z</sup> Statistics for Business and Economics <b>or</b>	3	MATH 120 or 125	F, S	CRC Area II(b)
<b>STAT 300</b> <sup>1</sup> <sup>Z</sup> Introduction to Probability and Statistics	4	MATH 120 or 125	F(O), S(O)	CRC Area II(b)
<b>CRC Area I-Humanities</b> <sup>Z</sup>	3		F, S, Su	CRC Area I

<sup>Z</sup> At least one section of this course is offered with free textbooks and is labeled as zero textbook costs (ZTC). If it is a GE area class or elective, there may be several ZTC offerings to fulfill the GE requirement. Use the Free Textbook filter to find these courses. Learn more on the [ZTC page of the college website](#).

<sup>1</sup> Suggested to meet CRC Area II(b) and Math Competency requirements.

### Semester 2

15 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>RE 120</b> Real Estate Practice	3		F, S	
<b>MKT 300</b> <sup>Z</sup> Principles of Marketing	3		F(O), S(O), Su(O)	

## Career

### Options/Outlook:

Real Estate Sales Agents rent, buy or sell property for clients. Perform duties such as studying property listings, interviewing prospective clients, accompanying clients to property sites, discussing conditions of sale, and drawing up real estate contracts. Includes agents who represent buyers.

### A sample of reported job titles:

Associate Broker, Broker Associate, Broker in Charge, Real Estate Agent, Real Estate Broker, Real Estate Broker Associate, Real Estate Salesperson, Realtor, Sales Agent

### Projected job openings in California (2020-2030):

3,320

### Projected growth in California (2020-2030):

8% growth

### Median Salary in California (2021):

\$59,920/yr

### Source:

<https://www.onetonline.org/link/summary/41-9022.00>

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>ECON 302</b> <sup>Z</sup> Principles of Macroeconomics or	3	MATH 100 or 102 or 1 yr of HS Elem Algebra	F(O), S(O), Su(O)	CRC Area V(b)
<b>ECON 320</b> <sup>1</sup> Concepts in Personal Finance or	3	Advisory: MATH 120 or 125 or 1 year HS Algebra II	F(O), S(O), Su(O)	CRC Area V(b)
<b>ECON 100</b> Introduction to Economics	3		F(O), S(O), Su(O)	CRC Area V(b)
<b>BUSTEC 302</b> Computer-Keyboarding	2		F, S, Su	CRC Area III(b)
<b>CISC 310</b> <sup>Z</sup> Introduction to Computer Information Science	3	Advisory: familiar with basic functions of word process, spreadsheet, web browser software applications	F(O,P), S(O,P)	CRC Area II(b) or III(b)
<b>CRC Area III(a)-Physical Edu Activity</b> <sup>Z</sup>	1		F, S, Su	CRC Area III(a)

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<sup>1</sup> Also listed as BUS 320.

## Year 2

### Semester 3

16 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>BUS 330</b> Managing Diversity in the Workplace	3		F, S(O), Su(O)	CRC Area V(b) or VI
<b>BUS 340</b> Business Law	3		F(O,P), S(O,P), Su(O)	
<b>RE 110</b> Legal Aspects of Real Estate	3		F(O)	

## Transfer notes:

Please meet with a counselor for specific transfer course evaluation or transferring to a specific 4-year institution.

## General Education (GE):

Non-specified GE courses identified by CRC Area, CSU Area or IGETC Area without pre- or co-requisite can be taken at any semester.

## The program map also meets

the **Certificate of Achievement in Real Estate Broker**

Students can choose between RE 150 or ACCT 301 for this certificate AND choose between BUS 340, RE 141 Advanced Appraisal, RE 160 Intro to Escrow Procedures, or RE 161 Advanced Escrow Procedures.

the **Certificate of Proficiency in Real Estate Sales**.

Students can choose between RE 110 Legal Aspects of RE, 130 RE Finance, 140 RE Appraisal or 190 Real Property Mgt for this certificate.

## Please meet with program counselor or faculty

with questions regarding the requirements for the Real Estate Salesperson Examination and/or the requirement for the Real Estate Broker Examination.

## Honors option:

The CRC Honors Program is designed specifically for academically accomplished students and for students with the potential for high achievement. Students who complete 15 units or more in honors-designated courses will earn special recognition as an Honors Scholar, a

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>RE 342</b> Real Estate Appraisal	3		F	
<b>ACCT 301</b> <sup>Z</sup> Financial Accounting	4	Advisory: ACCT 101, BUS 105 or MATH 120 or 125	F(O,P), S(O)	CRC Area II(b)

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## Semester 4

13-14 Units

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*	GE AREA
<b>RE 130</b> Real Estate Finance	3		S	
<b>RE 190</b> Real Property Management	3		S	
<b>CRC Area V(a)- American Institutions</b> <sup>Z</sup>	3		F, S, Su	CRC Area V(a)
<b>CRC Area IV-Natural Sciences</b> <sup>Z</sup>	3		F, S, Su	CRC Area IV
<b>Elective</b> <sup>1</sup>	1-2		F, S, Su	

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<sup>^</sup>You must have passed the prerequisite course(s) with a "C" or better; Corequisite must be taken during the same semester; Advisory means it is recommended but not required to enroll in the course.

\*<sup>(O)</sup> = online available (P) = partially online

<sup>1</sup> Units required are determined by the number of units needed to total 60 units for graduation. Refer to [Course Number](#) for the appropriate course level necessary for the degree.

distinction that may entitle the student to guaranteed transfer and scholarship opportunities at select transfer colleges and universities.

## About this program map:

This program map represents one possible pathway to complete the program. Please see a counselor to create an education plan customized to meet your needs. This map is not a guarantee of course availability or financial aid applicability.

## Zero Textbook Costs (ZTC):

The Zero Textbook Costs designation and logo are added to any course that provides free access to all required instructional materials. These are typically shared with students through Canvas. Courses that are designated as ZTC may still require students to purchase supplemental materials such as lab coats, a calculator, art supplies, etc. See full definitions and searching tips on the [Zero Textbook Costs page](#) of the college website.