



Real Estate Associate of Arts 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.

SUGGESTED PROGRAM COURSE SCHEDULE

SEMESTER 1

15-16 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
BUS 300 Intro to Business	3		F(O), S(O), Su(O)	
RE 300 CA Real Estate Principles	3		F(O), S(O)	
BUS 310 Business Communications	3	BUS 100; Advisory: ability to key 30 wam	F, S	CRC Area II(a)
CRC Area II(b) suggest: ECON 310 Economic Statistics or STAT 300 Intro to Prob & Stat	3 4	MATH 120 or 125 MATH 120 or 125	F, S F(O), S(O)	CRC Area II(b)
CRC Area I Humanities	3		F, S, Su	CRC Area I

SEMESTER 2

15 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
MKT 300 Prin of Marketing	3		F(O), S(O), Su(O)	
BUSTEC 302 Computer-Keyboarding	2	Advisory: ESL 320	F, S, Su	CRC Area III(b)
ECON 302 Prin of Macro Econ or	3	MATH 100 or 102 or 1 yr of HS Elem Algebra;	F(O), S(O), Su(O)	CRC Area V(b)
BUS 320/ECON 320 Concepts in Personal Finance or	3	Advisory: MATH 120 or 125 or 1 yr HS Alg II	F(O), S(O), Su(O)	CRC Area V(b)
ECON 100 Intro to Econ	3	None	F(O), S(O), Su(O)	CRC Area V(b)
CISC 310 Intro to Computer Information Science	3	Advisory: BUSTEC 302 or keyboard 25 wam or better	F(O,H), S(O,H)	CRC Area II(b) or III(b)
RE 120 RE Practice	3		F, S	
CRC Area III(a) Physical Edu Activity	1		F, S, Su	CRC Area III(a)

[^]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.

*(O) = online available (H) = hybrid available

Career Options/Outlook: Real Estate Sales Agents rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

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 opening in California (2016-2026):

3,100

Projected growth:

Slower than average (2%-4%)

Salary in California:

Median wage (2017): \$52,380/yr

Source:

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

SEMESTER 3

16 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
BUS 330 Managing Diversity in the Workplace. Or taken in summer	3		F, S(O), Su(O)	CRC Area V(b) or VI
BUS 340 Business Law	3		F(O,H), S(O,H), Su(O)	
RE 110 Legal Aspects of RE	3		F(O)	
RE 140 RE Appraisal	3		F	
ACCT 301 Financial Accounting	4	Advisory: ACCT 101, BUS 105, or MATH 120 or 125	F(O,H), S(O)	CRC Area II(b)

SEMESTER 4

13-14 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
RE 130 RE Finance	3		S	
RE 190 Real Property Management	3		S	
CRC Area V(a) American Institution	3		F, S, Su	CRC Area V(a)
CRC Area IV Natural Sciences	3		F, S, Su	CRC Area IV
Elective	1-2		F, S, Su	

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

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.

Courses in red meet the requirement for 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.

Courses in blue meet the requirement for 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.