

A.S. IN REAL ESTATE

The Citrus College Real Estate Associate's Degree in Science provides the educational requirements for the real estate salesperson and broker licenses (issued by the State of California Department of Real Estate).

Coursework prepares students for work in this dynamic profession. Essential success skills are emphasized including: financing, property valuation, sales, law, ethics, and professionalism.

Completion of the program may also provide additional career opportunities and increased earnings potential.

This degree is designed to:

-Prepare students for transfer to four-year institutions by offering real estate-related courses, in addition to those required for the AS-T degree in business administration, that fulfill either transfer or elective requirements for the University of California or other private institutions;

- Ensure that students interested in using the AS in Real Estate as their terminal degree receive sufficient education in real estate-related issues; and/or

- Prepare students for professional careers or otherwise enhance their personal growth. The degree requires completion of 60 semester units.

Learning Outcomes

A.S. Degree Level Student Learning Outcomes

Students completing the Real Estate A.S. Degree will:

1. Develop an in-depth understanding of the real estate industry and the responsibilities of being an ethical real estate professional.
2. Apply the basic principles of California real estate regulations and laws.
3. Demonstrate and differentiate best practices in real estate transactions.

Requirements

Students receiving this degree must meet the following requirements:

1. Complete the District General Education Pattern (<http://catalog.citruscollege.edu/programs-study/graduation-requirements-associate-degree/general-education-requirements-option-i/>), CSUGE (<http://catalog.citruscollege.edu/programs-study/graduation-requirements-associate-degree/general-education-requirements-transfer-csu-csuge-option-ii/>) or IGETC (<http://catalog.citruscollege.edu/programs-study/graduation-requirements-associate-degree/general-education-requirements-transfer-csu-uc-igetc-option-iii/>).

If transferring to a CSU or UC students are strongly recommended to complete the CSUGE or IGETC General Education Patterns. Students looking to transfer to an out of state or private college should consult with a counselor for the appropriate GE pattern selection.

2. Complete with a "C" or better each course as specified by the major.
3. Maintain an overall GPA of a 2.0 or better in all degree applicable coursework.

4. Meet the local area requirement of Kinesiology/Dance.
5. Meet the 12-unit residency requirement.

Code	Title	Units
Required courses:		
REAL 210	Real Estate Principles	3
REAL 212	Real Estate Practice	3
REAL 214	Real Estate Finance	3
REAL 216	Legal Aspects of Real Estate	3
REAL 222	Real Estate Economics	3-4
or ACCT 100	Accounting	
or ACCT 101	Financial Accounting	
or ACCT 101H	Financial Accounting - Honors	
REAL 226	Appraisal I: Principles and Procedures	3.5
Select three (3) of the following courses:		
REAL 215	Advanced Real Estate Finance and Investments	3
REAL 220	Real Estate Property Management	3
REAL 224	Escrow I	3
REAL 228	Appraisal II: Residential Real Estate Appraisal	3.5
REAL 230	Residential Report Writing and Case Studies	2
BUS 160	Business Law and the Legal Environment I	3
Total Units		26.5-29

Curriculum Map

2-Year Curriculum Map Example

These maps represents two possible pathways through the program and are only for reference.

*It is highly recommended that you make an appointment (<https://www.citruscollege.edu/stdntsrvcounsel/Pages/ApptSchedule.aspx>) to create a customized education plan that fits your needs.

Note: Co-requisite MATH course (2 units) and/or substitute ENGL 101E (5 units) may be needed based on placement.

Real Estate Appraisal Map

Course	Title	Units
Fall Term 1		
REAL 226	Appraisal I: Principles and Procedures	3.5
REAL 228	Appraisal II: Residential Real Estate Appraisal	3.5
REAL 230	Residential Report Writing and Case Studies	2
REAL 210	Real Estate Principles	3
REAL 222	Real Estate Economics	3
	Units	15
Winter Term 1		
REAL 212	Real Estate Practice	3
ENGL 101	Reading and Composition	4
or ENGL 101H	or Reading and Composition - Honors	
	Units	7

Course	Title	Units
Spring Term 1		
REAL 214	Real Estate Finance	3
REAL 216	Legal Aspects of Real Estate	3
REAL 224	Escrow I	3
REAL 220	Real Estate Property Management	3
Units		12
Summer Term 1		
BUS 132	Business, Ethics and Society	3
Units		3
Fall Term 2		
ARCH 250	History of Architecture: Prehistory to Mannerism	3
or ARCH 251	or History of Architecture: Baroque to the Present Day	
or ART 100	or Art History - Fundamentals of Global Art History	
or ART 105	or Art History - Topics in Contemporary Art	
or ART 108	or History of Photography	
or ART 110	or Introduction to the Visual Arts	
or ART 199	or Motion Picture Appreciation	
or ART 199H	or Motion Picture Appreciation - Honors	
or DANC 102	or History of Dance	
or MUSE 113	or History of Rock and Roll	
or THEA 101	or Introduction to Theatre Arts	
or THEA 101H	or Introduction to Theatre Arts - Honors	
KIN 170	Fitness for Life	3
or KIN 171	or Health and Wellness in Society	
or KIN 171H	or Health and Wellness - Honors	
or KIN 173	or Introduction to Nutrition	
ENGL 103	Composition and Critical Thinking	3
or ENGL 103H	or Composition and Critical Thinking - Honors	
or ENGL 104	or Argumentative Writing and Critical Thinking	
or ENGL 104H	or Argumentative Writing and Critical Thinking - Honors	
or PHIL 110	or Philosophy/Logic	
MATH 165	Introductory Statistics	4
or MATH 165H	or Introductory Statistics - Honors	
Units		13
Winter Term 2		
HIST 107	History of the United States before 1877	3
or HIST 107H	or History of the United States before 1877 - Honors	
or HIST 108	or History of the United States since 1877	
or HIST 108H	or History of the United States since 1877 - Honors	
or HIST 160	or History of Women in the United States	
Units		3
Spring Term 2		
POLI 103	American Government and Politics	3
or POLI 103H	or American Government and Politics - Honors	
ENGL 290	Ethnic Voices in Film	3
or ENGL 293	or Children's Literature	
or ENGL 293H	or Children's Literature - Honors	
or ENGL 298	or Literature of the Bible	
or KIN 166	or American Food And Culture: Global Origins, History, and Current Impacts	
or PHIL 101	or Great Religions of the World	
or PHIL 140	or Philosophy of Religion	
or SOC 130	or Introduction to LGBTQ Studies	
ASTR 116	Stellar Astronomy	4
or ESCI 110	or Earth Science	
or ESCI 120	or Physical Geology	
or PHYS 110	or Physics in Everyday Life	
or PHYS 110H	or Physics in Everyday Life - Honors	
ETHN 101	Introduction to Ethnic Studies	3
or ETHN 116	or Introduction to Chicano/Latino Studies	
Units		13
Total Units		66

Real Estate Sales/Broker Map

Course	Title	Units
Fall Term 1		
REAL 210	Real Estate Principles	3

Course	Title	Units
REAL 212	Real Estate Practice	3
REAL 220	Real Estate Property Management	3
MATH 165	Introductory Statistics	4
or MATH 165H	or Introductory Statistics - Honors	
Units		13
Winter Term 1		
ENGL 101	Reading and Composition	4
or ENGL 101H	or Reading and Composition - Honors	
Units		4
Spring Term 1		
REAL 214	Real Estate Finance	3
REAL 216	Legal Aspects of Real Estate	3
REAL 224	Escrow I	3
REAL 226	Appraisal I: Principles and Procedures	3.5
Units		12.5
Summer Term 1		
BUS 160	Business Law and the Legal Environment I	3
Units		3
Fall Term 2		
REAL 228	Appraisal II: Residential Real Estate Appraisal	3.5
REAL 230	Residential Report Writing and Case Studies	2
KIN 170	Fitness for Life	3
or KIN 171	or Health and Wellness in Society	
or KIN 171H	or Health and Wellness - Honors	
or KIN 173	or Introduction to Nutrition	
ARCH 250	History of Architecture: Prehistory to Mannerism	3
or ARCH 251	or History of Architecture: Baroque to the Present Day	
or ART 100	or Art History - Fundamentals of Global Art History	
or ART 105	or Art History - Topics in Contemporary Art	
or ART 108	or History of Photography	
or ART 110	or Introduction to the Visual Arts	
or ART 199	or Motion Picture Appreciation	
or ART 199H	or Motion Picture Appreciation - Honors	
or DANC 102	or History of Dance	
or MUSE 113	or History of Rock and Roll	
or THEA 101	or Introduction to Theatre Arts	
or THEA 101H	or Introduction to Theatre Arts - Honors	
Units		11.5
Winter Term 2		
HIST 107	History of the United States before 1877	3
or HIST 107H	or History of the United States before 1877 - Honors	
or HIST 108	or History of the United States since 1877	
or HIST 108H	or History of the United States since 1877 - Honors	
or HIST 160	or History of Women in the United States	
Units		3
ENGL 103	Composition and Critical Thinking	3
or ENGL 103H	or Composition and Critical Thinking - Honors	
or ENGL 104	or Argumentative Writing and Critical Thinking	
or ENGL 104H	or Argumentative Writing and Critical Thinking - Honors	
or PHIL 110	or Philosophy/Logic	
or SPCH 100	or Interpersonal Communication	
or SPCH 100H	or Interpersonal Communication - Honors	
or SPCH 101	or Public Address	
or SPCH 101H	or Public Address - Honors	
or SPCH 106	or Small Group Communication	
Units		6
Spring Term 2		
BUS 132	Business, Ethics and Society	3
ASTR 116	Stellar Astronomy	4
or ESCI 110	or Earth Science	
or ESCI 120	or Physical Geology	
or PHYS 110	or Physics in Everyday Life	
or PHYS 110H	or Physics in Everyday Life - Honors	

Course	Title	Units
ENGL 290 or ENGL 293 or ENGL 293H or ENGL 293H or ENGL 298 or KIN 166 or PHIL 101 or SOC 130	Ethnic Voices in Film or Children's Literature or Children's Literature - Honors or Children's Literature - Honors or Literature of the Bible or American Food And Culture: Global Origins, History, and Current Impacts or Great Religions of the World or Introduction to LGBTQ Studies	3
ETHN 101 or ETHN 116	Introduction to Ethnic Studies or Introduction to Chicano/Latino Studies	3
	Units	13
	Total Units	63

Career Information

Career Opportunities

There are a variety of careers you can do with this major.

To explore more about this major, schedule an appointment (<https://www.citruscollege.edu/stdntsrv/ctcenter/Pages/ApptSchedule.aspx>) with a career counselor.
