

The Program

The Real Estate Program provides an opportunity for students to earn an A.S. degree or Certificate in Real Estate or expand their knowledge of the real estate industry. The real estate field offers a wide variety of career possibilities, ranging from a real estate sales agent to a mortgage banker or real estate broker. The program offers courses that are approved and required by the California Department of Real Estate to obtain the salesperson or broker license.

Opportunities

The real estate field offers a variety of employment opportunities to qualified, knowledgeable, and licensed persons. These opportunities include positions in real estate brokerage offices, mortgage lending companies, appraisal firms, and title and escrow companies. Each position within the field has its own educational and licensing requirements which are all determined and approved by the California Department of Real Estate (DRE). Please see the department's website for more specific information about opportunities in the field of real estate: www.dre.ca.gov.



Curriculum

Core Courses

Course	Units
RE 150 Real Estate Principles	3
RE 152 Real Estate Practice	3

Electives

RE 140 Mortgage Loan Brokering and Lending	3
RE 151 Real Estate Economics	3
RE 153 Real Estate Finance	3
RE 154A Legal Aspects of Real Estate	3
RE 155A Real Estate Appraisal	3
RE 156 Escrow	3
ACCT 1A Principles of Accounting	4
BUS 18 Business Law	3

Associate in Science Degree in Real Estate

General Education	21
Real Estate Certificate Requirements	18
Real Estate, Business and Accounting / Finance Electives	12
General Electives	9

Total for A.S. Degree in Real Estate 60

Certificate of Proficiency in Real Estate

Real Estate Core Courses	6
Electives	9
ENGL 100 or 1A or 1AMC	3

Total for Certificate of Proficiency in Real Estate 18

SALESPERSON'S LICENSE

An applicant for real estate salesperson's license must be at least 18 years old, be honest and truthful, pass a qualifying examination, and meet educational requirements. An applicant must have taken, prior to the examination, a college level course in real estate principles (RE 150). Before the salesperson's license is issued, or within 18 months two additional courses also must be completed.

Any two may be chosen from the following:

ACCT 1A	Financial Accounting
ACCT 151A	Introduction to Accounting: Bookkeeping Concepts
RE 151	Real Estate Economics
RE 152	Real Estate Practice
RE 153	Real Estate Finance
RE 154A	Legal Aspects of Real Estate
RE 155A	Real Estate Appraisal
RE 156	Escrow

RE 157	Property Management
RE 140	Mortgage Loan Brokering and Lending

If the two additional courses are not completed within 18 months after issuance of a conditional license, the license will automatically be suspended.

Who Must Obtain this License

This license is required of individuals who are to be employed as salespersons under the supervision of a licensed broker. A license may also be obtained by a person who does not immediately intend to be employed by a broker. However, a salesperson without an employing broker may not perform acts requiring a real estate license. The license authorizes real estate activity only if the salesperson is in the employ of a licensed broker.

Minimum Requirements to Apply for the Salesperson Exam and License

To obtain a real estate salesperson's license, you must first qualify for and pass a written examination. Those who pass the examination are provided with a license application which must be submitted to and approved by the DRE (Department of Real Estate), www.dre.ca.gov.

Age: You must be 18 years of age or older to be licensed.

Residence: Proof of legal presence in the United States is required.

Education: Successful completion of the following college-level courses is required to become a real estate salesperson:

RE 150 Real Estate Principles (*must be completed or in progress to apply for examination and must be completed prior to applying for a license*); and

RE 152 Real Estate Practice (*must be completed prior to applying for a license or within 18 months of license issuance*); and

One course from the following list (*must be completed prior to applying for a license or within 18 months of license issuance*):

ACCT 1A	Financial Accounting
BUS 18	Business Law
RE 155A	Real Estate Appraisal
RE 157	Property Management
RE 153	Real Estate Finance
RE 151	Real Estate Economics
RE 154A	Legal Aspects of Real Estate
RE 140	Mortgage Loan Brokering and Lending
RE 156	Escrow

For more information and updates, please see the Department of Real Estate website at www.dre.ca.gov.

REAL ESTATE BROKER'S LICENSE

All applicants for the real estate broker's license must have successfully completed the following college courses prior to being scheduled for the real estate broker's license examination:

RE 152	Real Estate Practice
RE 153	Real Estate Finance
RE 154A	Legal Aspects of Real Estate
RE 155A	Real Estate Appraisal
RE 151	Real Estate Economics <i>or</i>
ACCT 1A	Financial Accounting <i>or</i>
ACCT 151A	Introduction to Accounting: Bookkeeping Concepts

and choose one of the following:

BUS 18	Business Law
RE 150	Real Estate Principles
RE 154B	Advanced Legal Aspect of Real Estate
RE 155B	Advanced Real Estate Appraisal
RE 156	Escrow
RE 157	Property Management
RE 140	Mortgage Loan Brokering and Lending

Minimum Requirements to Apply for the Broker Exam and License

To obtain a real estate broker's license, you must first qualify for and pass a written examination. Those who pass the examination are provided with a license application which must be submitted to and approved by the Department of Real Estate (DRE), www.dre.ca.gov.

Age: To apply for a license, you must be 18 years of age or older.

Residence: License applicants must provide proof of legal presence in the U.S.

Experience: A minimum of two years full-time licensed salesperson experience within the last five years, or the equivalent, is required.

Education: Applicants for a real estate broker license examination must have successfully completed the following eight statutorily required college-level courses:

RE 152	Real Estate Practice
RE 154A	Legal Aspects of Real Estate
RE 153	Real Estate Finance
RE 155A	Real Estate Appraisal
	Real Estate Economics

ACCT 1A Financial Accounting

And three courses from the following group (currently offered at Cabrillo):

RE 150	Real Estate Principles
BUS 18	Business Law
RE 157	Property Management
RE 156	Escrows
RE 140	Mortgage Loan Brokering and Lending
RE 155B	Advanced Real Estate Appraisal

For more information and updates, please see the Department of Real Estate website at www.dre.ca.gov.

WHO MAY ENROLL

Cabrillo College is open to anyone 18 years of age or older, or anyone with a high school diploma or proficiency certificate. High school students also may attend classes at Cabrillo on a limited basis with the permission of their high school principals.

HOW TO APPLY

1. Complete and submit an application form. Forms are available online at www.cabrillo.edu, in the *Schedule of Classes*, or call the Admissions Office at (831) 479-6201, or the Watsonville Center at (831) 477-5100. Send written requests to Cabrillo College, 6500 Soquel Drive, Aptos, CA 95003.
2. After submitting your application, contact the counseling division at (831) 479-6274 for further information.

SCHOLARSHIPS

Cabrillo has one of the best scholarship programs among California's community colleges. Over \$205,000 is awarded annually on the basis of academic achievement and potential. Contact the Financial Aid Office at (831) 479-6415 or Business, English and Language Arts division at (831) 479-6400.

NONDISCRIMINATION POLICY

Cabrillo Community College does not discriminate on the basis of ethnic group identification, national origin, religion, age, sex, race, color, physical or mental disability, or sexual orientation in any of its policies, procedures, or practices. This nondiscrimination policy covers admission and access to, and treatment and employment in, the college's programs and activities, including vocational education programs. Limited English language skills will not be a barrier to admission to and participation in vocational education programs.

PLAN DE ACCIÓN NO DISCRIMINATORIA

Cabrillo Community College no discrimina a base de identificación con grupos étnicos, nacionalidad de origen, religión, edad, sexo, raza, color, incapacidad mental o física ni orientación sexual en ninguna de sus reglamentaciones, procedimientos o prácticas. Este plan de acción no discriminatoria incluye la admisión y el acceso a los programas y actividades, y el tratamiento y el empleo en los mismos, incluyendo la educación vocacional. Tener limitadas destrezas en el idioma inglés no constituirá una barrera para ser admitido o participar en los programas de educación vocacional. 10/05

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Real Estate



Cabrillo
College

www.cabrillo.edu