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Cupertino, CA 95014
408-864-5678
www.deanza.edu

Academic Year
2011 - 2012

Real Estate

Real Estate
Coordinator
408-864-8622

Business & Computer
Systems Division
Bldg. L1 Rm. L14
408-864-8796, 8797

Counseling Center
Student & Community
Services Bldg. 2nd Fl.
408-864-5400

Career Services Info.
Student & Community
Services Bldg. 2nd Fl.
408-864-5400

Please visit the Counseling Center to apply for certificates and degrees, and for academic planning assistance.

Certificate of Achievement-Advanced Level Requirements

1. A minimum "C" grade in each major course.
2. Demonstrated proficiency in English and mathematics as evidenced by eligibility for EWRT 1A or ESL 5 and eligibility for MATH 114.

Note: A maximum of 18 quarter units may be transferred from other academic institutions.

A.A./A.S. Degree Requirements

1. Completion of all General Education (GE) requirements (31-42 quarter units) for the A.A./A.S. degree. GE units must be completed with a minimum 2.0 GPA ("C" average).
2. Completion of all major requirements. Each major course must be completed with a minimum "C" grade. Major courses can also be used to satisfy GE requirements (except for Liberal Arts degrees).
Note: A maximum of 22 quarter units from other academic institutions may be applied toward the major.
3. Completion of a minimum of 90 degree-applicable quarter units (GE and major units included). All De Anza courses must be completed with a minimum 2.0 GPA ("C" average). All De Anza courses combined with courses transferred from other academic institutions must be completed with a minimum 2.0 GPA ("C" average).

Note: A minimum of 24 quarter units must be earned at De Anza College.

Major courses for certificates and degrees must be completed with a letter grade unless a particular course is only offered on a pass/no-pass basis.

Real Estate

Certificate of Achievement-Advanced

A.A. Degree

The certificate and degree programs in Real Estate provide the student with a thorough understanding of the California residential real estate market from a buyer's, seller's and real estate professional's perspective. In addition, students completing the program meet the minimum requirements to sit for the California Real Estate Sales License and Broker's exam.

Student Learning Outcomes - upon completion, students will be able to:

- demonstrate knowledge of how real property is described, acquired, appraised, financed, encumbered and leased and how title to real property is held in California.
- demonstrate knowledge of the risks, returns, legal issues and ethical issues involved in the purchase, holding and sale of California real estate.
- qualify to take the California Department of Real Estate salesperson and broker examinations.

Certificate of Achievement-Advanced

1. Meet the requirements for this certificate level.
2. Complete the following.

| | | |
|---|--|----|
| BUS 18 | Business Law I | 5 |
| REST 50 | Real Estate Principles | 4 |
| REST 51 | Real Estate Practices | 4 |
| REST 53 | Real Estate Finance | 4 |
| REST 56A | Real Estate Appraisal I | 4 |
| <i>Complete a minimum of 16 units from the following:</i> | | 16 |
| ACCT 1A | Financial Accounting I (5) | |
| BUS 10 | Introduction to Business (5) | |
| REST 52A | Legal Aspects of Real Estate in California I (4) | |
| REST 54 | Real Estate Economics (4) | |
| REST 59 | Survey of Real Estate Property Management (4) | |
| REST 61 | Real Estate Investments (4) | |
| | Total Units Required | 37 |

Recommended

| | |
|----------|--------------------------------------|
| ACCT 67 | Federal Income Tax (4) |
| BUS 21 | Business and Society (5) |
| BUS 54 | Business Mathematics (5) |
| BUS 55 | Introduction to Entrepreneurship (5) |
| BUS 69 | Investment Fundamentals (4) |
| BUS 70 | Principles of E-Business (5) |
| BUS 90 | Principles of Marketing (5) |
| REST 135 | Foreclosure Technology Tools (1) |

A.A. Degree

1. Meet the A.A./A.S. degree requirements.
2. Complete the following.

| | | |
|----------|--------------------------|---|
| ACCT 1A | Financial Accounting I | 5 |
| BUS 10 | Introduction to Business | 5 |
| BUS 18 | Business Law I | 5 |
| REST 50 | Real Estate Principles | 4 |
| REST 51 | Real Estate Practices | 4 |
| REST 53 | Real Estate Finance | 4 |
| REST 56A | Real Estate Appraisal I | 4 |

Complete a minimum of 16 units from the following: 16

| | | |
|----------|--|--|
| BUS 69 | Investment Fundamentals (4) | |
| REST 52A | Legal Aspects of Real Estate in California I (4) | |
| REST 54 | Real Estate Economics (4) | |
| REST 59 | Survey of Real Estate Property Management (4) | |
| REST 61 | Real Estate Investments (4) | |

| | | |
|-----------|--|----------|
| Major | Real Estate | 47 units |
| GE | General Education (31-42 units) | |
| Electives | Elective courses req'd. when major units plus GE units total is less than 90 | |
| | Total Units Required | 90 units |

Recommended

| | |
|----------|--------------------------------------|
| ACCT 1B | Financial Accounting II (5) |
| ACCT 1C | Managerial Accounting (5) |
| ACCT 67 | Federal Income Tax (4) |
| ACCT 86 | Computer Accounting Systems (4) |
| BUS 21 | Business and Society (5) |
| BUS 54 | Business Mathematics (5) |
| BUS 55 | Introduction to Entrepreneurship (5) |
| BUS 87 | Introduction to Selling (4) |
| BUS 90 | Principles of Marketing (5) |
| REST 135 | Foreclosure Technology Tools (1) |

For more program information see the California Department of Real Estate web site:

www.dre.ca.gov

Important information about the California Real Estate Appraiser's License

Real Estate courses at De Anza College are not designed to meet the general education requirements of the California Real Estate Appraiser's Licensing and Certification program. For further information, students interested in these licenses should contact the State of California Office of Real Estate Appraisers or go to their Web site at www.orea.ca.gov.