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

**Certificate of Achievement Requirements**

- Completion of all major courses with a C grade or higher.

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

**A.A./A.S. Degree Requirements**

1. Completion of all General Education (GE) requirements (32-43 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 courses with a C grade or higher. Major courses can also be used to satisfy GE requirements (except for Liberal Arts degrees).
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.

**Real Estate**

**Certificate of Achievement**

**A.A. Degree**

The Certificate of Achievement and A.A. degree 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 exam.

**Program 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 examination.

**Certificate of Achievement**

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>REST 50</td>
<td>Real Estate Principles</td>
<td>4</td>
</tr>
<tr>
<td>REST 51</td>
<td>Real Estate Practices</td>
<td>4</td>
</tr>
<tr>
<td>REST 52A</td>
<td>Legal Aspects of Real Estate</td>
<td>4</td>
</tr>
<tr>
<td>REST 53</td>
<td>Real Estate Finance</td>
<td>4</td>
</tr>
<tr>
<td>REST 61</td>
<td>Real Estate Investments</td>
<td>4</td>
</tr>
</tbody>
</table>

**Complete a minimum of four units:**

- ACCT 1A Financial Accounting I (5)
- or ACCT 1AH Financial Accounting I - HONORS (5)
- ACCT 1B Financial Accounting II (5)
- or ACCT 1BH Financial Accounting II - HONORS (5)
- ACCT 1C Managerial Accounting (5)
- or ACCT 1CH Managerial Accounting - HONORS (5)
- BUS 10 Introduction to Business (5)
- BUS 18 Business Law I (5)
- BUS 21 Business and Society (5)
- BUS 58 The Business Plan (4)
- BUS 90 Principles of Marketing (5)
- BUS 94 Social Media Marketing Strategies (5)
- REST 55 Real Estate Property Management (4)

**Total Units Required** ...................................24

**A.A. Degree**

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

<table>
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<tr>
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<th>Title</th>
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</tr>
</thead>
<tbody>
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<td>4</td>
</tr>
<tr>
<td>REST 61</td>
<td>Real Estate Investments</td>
<td>4</td>
</tr>
</tbody>
</table>

**Complete a minimum of 20 units:**

- ACCT 1A Financial Accounting I (5)
- or ACCT 1AH Financial Accounting I - HONORS (5)
- ACCT 1B Financial Accounting II (5)
- or ACCT 1BH Financial Accounting II - HONORS (5)
- ACCT 1C Managerial Accounting (5)
- or ACCT 1CH Managerial Accounting - HONORS (5)
- BUS 10 Introduction to Business (5)
- BUS 18 Business Law I (5)
- BUS 21 Business and Society (5)
- BUS 58 The Business Plan (4)
- BUS 90 Principles of Marketing (5)
- BUS 94 Social Media Marketing Strategies (5)
- Major Real Estate 44
- GE General Education (32-43 units)
- Electives Elective courses required when major units plus GE units total is less than 90

**Total Units Required** ...................................90

For more program information see the California Department of Real Estate website at dre.ca.gov.