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Academic Year  
**2020 - 2021**

# Real Estate

Business, Computer Sciences and  
Applied Technologies Division  
Bldg. L1, Room L14  
408-864-8797

Find your counselor at  
deanza.edu/our-counselors

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).

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.

## 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.

REST 50	Real Estate Principles	4
REST 51	Real Estate Practices	4
REST 52A	Legal Aspects of Real Estate	4
REST 53	Real Estate Finance	4
REST 61	Real Estate Investments	4

### Complete a minimum of five units:

ACCT 1A	Financial Accounting I (5)	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)	
<b>Total Units Required .....</b>		<b>25</b>

### A.A. Degree

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

REST 50	Real Estate Principles	4
REST 51	Real Estate Practices	4
REST 52A	Legal Aspects of Real Estate	4
REST 53	Real Estate Finance	4
REST 61	Real Estate Investments	4

### Complete a minimum of 25 units:

ACCT 1A	Financial Accounting I (5)	25
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)	

<i>Major</i>	<i>Real Estate</i>	45
<i>GE</i>	<i>General Education (32-43 units)</i>	
<i>Electives</i>	<i>Elective courses required when major units plus GE units total is less than 90</i>	
<b>Total Units Required .....</b>		<b>90</b>

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