



21250 Stevens Creek Blvd.  
Cupertino, CA 95014  
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Academic Year  
**2016 - 2017**

# Real Estate

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

Counseling and Advising Center  
Student and Community  
Services Bldg., 2nd Fl.  
408-864-5400

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

## Certificate of Achievement Requirements

A minimum "C" grade in each major course.

Note: A maximum of six (6) 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

#### 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.

*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 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 (5) units: 5

ACCT 1A	Financial Accounting I (5)	5
or ACCT 1AH	Financial Accounting I - HONORS (5)	
ACCT 1B	Financial Accounting II (5)	5
or ACCT 1BH	Financial Accounting II - HONORS (5)	
ACCT 1C	Managerial Accounting (5)	5
or ACCT 1CH	Managerial Accounting - HONORS (5)	
BUS 10	Introduction to Business (5)	5
BUS 18	Business Law I (5)	
BUS 21	Business and Society (5)	5
BUS 58	The Business Plan (4)	
BUS 59	Promoting Your Business with Social Media (5)	5
BUS 90	Principles of Marketing (5)	
REST 54	Real Estate Economics (4)	5
REST 59	Survey of Real Estate Property Management (4)	
<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: 25

ACCT 1A	Financial Accounting I (5)	25
or ACCT 1AH	Financial Accounting I - HONORS (5)	
ACCT 1B	Financial Accounting II (5)	25
or ACCT 1BH	Financial Accounting II - HONORS (5)	
ACCT 1C	Managerial Accounting (5)	25
or ACCT 1CH	Managerial Accounting - HONORS (5)	
BUS 10	Introduction to Business (5)	25
BUS 18	Business Law I (5)	
BUS 21	Business and Society (5)	25
BUS 58	The Business Plan (4)	
BUS 59	Promoting Your Business with Social Media (5)	25
BUS 90	Principles of Marketing (5)	

BUS 90	Principles of Marketing (5)	
REST 54	Real Estate Economics (4)	
REST 59	Survey of Real Estate Property Management (4)	
<i>Major</i>	<i>Real Estate</i>	<i>45</i>
<i>GE</i>	<i>General Education (31-42 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 Web site at [www.dre.ca.gov](http://www.dre.ca.gov).