



# Business, Law, and Information Technology Career and Academic Pathways (CAPs) Program Map: Associate in Arts Degree for Real Estate

Total number of units: 62 units

Top Code/Academic Plan: 5110.00

Updated on May 24, 2022

Fall Semester	Course Code	Course	Units	Notes	Advising Notes
Program Course	REAL ES 001	<b>Real Estate Principles</b>	3	No pre-requisite required to take this course. This is a course needed for a real estate salesperson license.	These courses are offered on-campus and online. When the on-campus course is typically offered in the mornings and evenings. Note: This course is currently only being offered online until further notice.
Program Course	REAL ES 003	<b>Real Estate Practices</b>	3	No pre-requisite required to take this course. This is a core course for a real estate salesperson license.	These courses are offered on-campus and online. When an on-campus course is typically offered in the mornings and evening. Note: This course is currently only being offered online until further notice.
Program/GE Course	BUS 015	<b>Business Statistics</b>	3	BUS 015 is currently a required program course in this degree. Recommendation: Complete math course requirements within the first year. Note: BUS 015 (3 units) may be double-counted in GE area D2.  Recommend student plan to meet math course requirements by speaking with an academic counselor.	BUS 015 is typically offered in the Fall.
GE Course		<b>Area A: Natural Sciences</b>	4	GEOG 001 is suggested.  GEOG 001 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	Check the schedule of courses for the fall semester.  GEOG 001 has sections that are part of the Honors Program. Check the current catalog for the section number(s). To apply for admission to the Honors Program, please visit the ELAC Counseling Center. For additional information about the Honors Program, please visit the <a href="#">ELAC Honors Program</a> website or contact Dr. Bermudez at <a href="mailto:bermudn@elac.edu">bermudn@elac.edu</a> .

**Total Units 13**

Winter Session	Course Code	Course	Units	Notes	Advising Notes
Program/GE Course	Choose one of the following (1 of 4): ACCTG 001, LAW 001, LAW 002, REAL ES 011, REAL ES 014, REAL ES 017, REAL ES 024	<b>Introductory Accounting I (5 units), Business Law I, Business Law II, Escrow Principles, Property Management, Mortgage Loan Brokering, Common-Interest Developments</b>	3	Choose one from the list of elective program courses. Twelve units of the elective program courses are required for completion of this associate in art degree. Check the ELAC Schedule of classes for availability in this winter session.  You must complete four courses from these electives to complete this degree.  Seek advisement with a career counselor to choose the best courses to help you meet your career goal.  ACCTG 001 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	Limited offering during the winter session. Check the <a href="#">ELAC schedule of classes</a> for availability.

Winter Session	Course Code	Course	Units	Notes	Advising Notes
Program Course	REAL ES 007	<b>Real Estate Finance I</b>	3	REAL ES 007 is a required course for real estate salesperson & real estate broker license. REAL ES 007 is highly recommended for entry into the mortgage loan brokering field, underwriting, loan officer, and loan processor.	These courses are offered online in 8-week and 5-week sessions. Check the <a href="#">ELAC schedule of classes</a> for availability.

**Total Units 6**

Spring Semester	Course Code	Course	Units	Notes	Advising Notes
Program Course	REAL ES 007	<b>Real Estate Finance</b>	3	This is an elective course for a real estate salesperson license. Required course for a real estate broker license. Required course for appraisal license. It was highly recommended for mortgage loan brokering field, underwriter, loan processor, and loan officer.	These courses are offered on-campus and online. When an on-campus course is typically offered in the mornings and evening. Note: This course is currently only being offered online until further notice.
Program Course	REAL ES 005	<b>Legal Aspect of Real Estate I</b>	3	This is an elective course for a real estate salesperson license. Required course for a real estate broker license. Required course for appraisal license. Recommended for escrow and title positions.	These courses are offered online in 8-week and 5-week sessions. Check the <a href="#">ELAC schedule of classes</a> for availability.
Program Course	REAL ES 009	<b>Real Estate Appraisal I</b>	3	This is an elective course for a real estate salesperson license. Required course for a real estate broker license. Required course for appraisal license. It is highly recommended for the mortgage loan brokering field, underwriter, loan processor, and loan officer.	These courses are offered online in 8-week and 5-week sessions. Check the <a href="#">ELAC schedule of classes</a> for availability.
GE Course	ENGLISH 101	<b>College Reading &amp; Composition I</b>	3	Recommendation: Complete English course requirements within the first year. ENGLISH 101 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	This course is regularly offered. ENGLISH 101 has sections that are part of the Honors Program. Check the current catalog for the section number(s). To apply for admission to the Honors Program, please visit the ELAC Counseling Center. For additional information about the Honors Program, please visit the <a href="#">ELAC Honors Program</a> website or contact Dr. Bermudez at <a href="mailto:bermudn@elac.edu">bermudn@elac.edu</a> .
GE Course	Area E1	<b>Health &amp; Physical Education</b>	3	HEALTH 002 is suggested.	Check the <a href="#">ELAC schedule of classes</a> for availability.

**Total Units 15**

Summer Session	Course Code	Course	Units	Notes	Advising Notes
Program Course	REAL ES 021	<b>Real Estate Economics</b>	3	This is an elective course for a real estate salesperson license. Required course for a real estate broker license. Required course for real estate appraiser license. It is recommended for a salesperson license.	Check the <a href="#">ELAC schedule of classes</a> for availability.
Program/GE Course	Choose one of the following (1 of 4): ACCTG 001, LAW 001, LAW 002, REAL ES 011, REAL ES 014, REAL ES 017, REAL ES 024	<b>Introductory Accounting I (5 units), Business Law I, Business Law II, Escrow Principles, Property Management, Mortgage Loan Brokering, Common-Interest Developments</b>	3	Choose one from the list of elective program courses. Twelve units of the elective program courses are required for completion of this associate in art degree. Check the ELAC Schedule of classes for availability in this winter session. You must complete four courses from these electives to complete this degree. ACCTG 001 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	Limited offering during the summer session. Check the <a href="#">ELAC schedule of classes</a> for availability.

**Total Units 6**

Fall Semester	Course Code	Course	Units	Notes	Advising Notes
Program/GE Course	Choose one of the following (1 of 4): ACCTG 001, LAW 001, LAW 002, REAL ES 011, REAL ES 014, REAL ES 017, REAL ES 024	<b>Introductory Accounting I (5 units), Business Law I, Business Law II, Escrow Principles, Property Management, Mortgage Loan Brokering, Common-Interest Developments</b>	<b>3</b>	Choose one from the list of elective program courses. Twelve units of the elective program courses are required for completion of this associate in art degree. Check the ELAC Schedule of classes for availability in this winter session.  You must complete four courses from these electives to complete this degree.	Check the <a href="#">ELAC schedule of classes</a> for availability.
Program Course	Choose one of the following (1 of 4): ACCTG 001, LAW 001, LAW 002, REAL ES 011, REAL ES 014, REAL ES 017, REAL ES 024	<b>Introductory Accounting I (5 units), Business Law I, Business Law II, Escrow Principles, Property Management, Mortgage Loan Brokering, Common-Interest Developments</b>	<b>3</b>	Choose one from the list of elective program courses. Twelve units of the elective program courses are required for completion of this associate in art degree. Check the ELAC Schedule of classes for availability in this winter session.  You must complete four courses from these electives to complete this degree.	Check the <a href="#">ELAC schedule of classes</a> for availability.
GE Course		<b>Area B2: Social Behavioral Sciences</b>	<b>3</b>	Recommendation: LAW 003 Civil Rights and the Law to meet the following GE requirements: LACCD GE Area B2 Social and Behavioral Science; CSU GE Area D; and IGETC Area 4 Social and Behavioral Science.	Check the <a href="#">ELAC schedule of classes</a> for availability.
GE Course		<b>Area B1: Social Behavioral Sciences American Institutions</b>	<b>3</b>	Seek to advise with academic counselor.	

**Total Units 12**

Spring Semester	Course Code	Course	Units	Notes	Advising Notes
Program Course		<b>Area D2. COMMUNICATION AND ANALYTICAL THINKING (3 Semester/4 quarter units minimum)</b>	<b>3</b>	D2. COMMUNICATION AND ANALYTICAL THINKING (3 Semester/4 quarter units minimum). Recommended Course: Introduction to Computers and Their – CIS 101.	CIS 101 is regularly offered during the fall and spring semesters both online and in person.
GE Course		<b>Area C: Humanities</b>	<b>3</b>	ENGLISH 102 is suggested.  ENGLISH 102 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	ENGLISH 102 has sections that are part of the Honors Program. Check the current catalog for the section number(s). To apply for admission to the Honors Program, please visit the ELAC Counseling Center. For additional information about the Honors Program, please visit the <a href="#">ELAC Honors Program</a> website or contact Dr. Bermudez at <a href="mailto:bermudn@elac.edu">bermudn@elac.edu</a> .
GE Course		<b>Area E2: Physical Education</b>	<b>1</b>	This course is optional if Area E2: HEALTH 002 is Completed.	
GE Course	COMM 101	<b>Public Speaking</b>	<b>3</b>	Seek counseling with an academic counselor.	

**Total Units 10**

#### Degree Path and Requirements:

This degree is a local ELAC associate's degree.

The general education requirements are linked here: [ASSOCIATE DEGREE - LACCD GENERAL EDUCATION REQUIREMENTS](#).

This map is a suggested term-by-term sequence of courses to complete the program in a recommended time frame. This is an efficient and recommended plan, but actual plans may vary by individual student need. This map cannot replace a meeting with [counselors](#). Students can apply for certificates as soon as the necessary courses are completed. Meet with a counselor and the financial aid office to ensure continued financial aid. Check with [financial aid](#) for eligibility.

#### Department Advising Notes:

The courses in this degree will prepare students to take the real estate salesperson license, real estate broker license, real estate appraisal license. They will also prepare students for entry into the mortgage loan brokering field, loan underwriting, loan officer, and loan processor.

Contact ELAC's Business Administration Department for more information:

Campus Location: F7-303

General Telephone Number: (323) 415-4149

Department website can be found in [here](#).

Real Estate Professor Olivia Anderson can be contacted in [here](#).

### **Program Description**

The Associate of Arts degree in Real Estate is designed for the student who seeks a career as a real estate professional. The degree offers a comprehensive academic program exploring all areas of the real estate profession. Completion of the degree program fulfills the education requirements for the California Real Estate Broker's License. The housing market is just one aspect of real estate. Regardless of the market, buyers and sellers need the help of trained agents and brokers to facilitate transactions. The Real Estate program at East Los Angeles College is an in-depth study of various areas of the Real Estate profession.

### **Career and Transfer Opportunities**

The degree program is primarily designed for vocational education and workforce training/development. The curriculum is not aligned with course requirements for transfer to a specific major at a four-year college or university. Seek counseling with a transfer counselor if you are seeking to transfer or if you decided to transfer after starting this degree path.

Check out the programs at the California State University (CSU) where you can get a business degree and emphasis in real estate.

Visit the [Transfer Center](#) for transfer information, which varies based on transfer college. Make an appointment with a [counselor](#). Students can visit [Career and Job Services](#) for career counseling and further exploration. For additional resources, students pursuing a certificate can visit the [American Job Center of California](#) on ELAC main campus.

[CSU – Northridge](#)

[CSU – San Bernardino](#)

### **Youtube Videos**

[California Community Colleges – Career Education: Real Estate Career Video](#)

### **Program Map**

A suggested sequence of classes to complete a degree, certificate, or program of study. Students should consult an academic counselor for variations to this plan based on part-time or full-time status, transfer plans, pre-requisites needed, etc.

### **Prerequisite Course**

A specific course that must be completed before advancing to the next course.

Check the online catalog at [elac.edu](http://elac.edu) for the latest and most accurate information.

### **Contact**

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