

Be Something...

Real Estate

What preparation will this program give me?

The major in Real Estate provides excellent preparation for the broker's or salesperson's license and contributes to efficiency in many allied professions. In addition, the courses provide important information and training for those professionals interested in investing in real estate as well as professionals in government working with real property.

What kind of job will I be qualified for when I finish?

Entry level positions for those who pass the California State examination for salesperson's or broker's license include those of sales agent, junior appraiser, or property manager.

A sales agent is typically an independent sales worker who provides services to a licensed real estate broker on a contract basis. A real estate broker is an independent businessperson who sells real estate owned by others. The highest earning 10% of real estate sales agents earned more than \$110,000 a year in 2006.

A real estate appraiser makes estimates (appraisals) of the fair market value of real property. Appraisals are made, e.g., when property is sold, taxed or mortgaged. Appraisers complete standardized checklists and obtain land values and sales information about nearby properties. They examine income records and operating costs of income properties. They estimate building replacement costs, verify legal descriptions of property, and draw land diagrams. They prepare a written report outlining methods by which the value was estimated.

A property manager oversees the performance of income producing commercial or residential properties and ensures that real estate investments achieve their expected revenues.

Allied professions which would benefit from this program include developers, title officers, rental agents, and mortgage brokers and bankers



What classes will I take?

Required Courses:	Units
RLEST 2A Principles of Real Estate	3
RLEST 4A Legal Aspects of Real Estate	3
RLEST 5 Real Estate Practice	3
RLEST 6A Real Estate Finance	3
RLEST 6B Advanced Real Estate finance	3
RLEST 7A Real Estate Appraisal	3
RLEST 7B Real Estate Appraisal	3
RLEST 9 Real Estate Economic	3
RLEST 14 Real Estate Investments	3
Total Required Units	27

What degree will I receive and how many course credits will I need?

Students can obtain either a Certificate of Completion or an Associate in Arts Degree. A Certificate of Completion is given after satisfactory completion of the 27 units of required coursework. An Associate of Arts degree in Real Estate is given after satisfactory completion of the 27 units of required coursework plus 33 additional general education and elective course units.

Where do I get more information?

Contact the Merritt College Real Estate Department at (510) 436-2409.

