

PROGRAM APPROVAL APPLICATION
NEW or SUBSTANTIAL CHANGE or LOCALLY APPROVED
(This application may not exceed 3 pages)

Fill In Form

Real Estate Management (CoA and AS)

Proposed Program Title

FALL 2017

Projected Program Start Date

FULLERTON COLLEGE

College

North Orange County Community College District

District

Contact Information

DR. DOUGLAS BENOIT

Voting Member

Dean, Business and CIS Division

Title

714-992-7033

Phone Number

dbenoit@fullcoll.edu

Email

Goal(s) of Program (Check all that apply):

Career Technical Education (CTE)

Transfer

Other

Type of Program (Check all that apply):

Certificate of Achievement 12-17 (or 17-27 quarter) units

Certificate of Achievement 18+ semester (or 27+ quarter) units

Associate of Science Degree

Associate of Arts Degree

Reason for Approval Request (Check One):

New Program

Substantial Change

Locally Approved

Program Information

0511.00 Recommended [Taxonomy of Program \(TOP\) Code](#)

36-40 Units for Major-Degree

Total Units for Degree

36-40 Required Units-Certificate

Written Form

1. Insert the description of the program as it will appear in the catalog. (See PCAH pp. 142 and 170)

Certificate:

By completing the Real Estate Management Certificate, the student will meet the educational requirements to apply for a Real Estate Salesperson License and the Real Estate Brokers' License with the California Department of Real Estate. A minimum grade of C is required in each course taken. This certificate requires 36-40 units.

Degree:

The Real Estate Management Associate in Science Degree is designed to prepare students for employment in the real estate industry. Students are offered a wide variety of real estate courses ranging from real estate principles to real estate practices, appraisal, finance, investment, sales and legal aspects. Additionally, the student will meet the educational requirements to apply for a Real Estate Salesperson License and the Real

Estate Brokers' License with the California Department of Real Estate. A minimum grade of C is required in each course taken.

2. Provide a brief rationale for the program.

Six-Year Review. Program updated to include new courses.

3. Summarize the Labor Market Information (LMI) and employment outlook (including citation for the source of the data) for students exiting the program. (See PCAH pp. 85-88, 136, 147, 148, 165, 168, and 176)

		2014 Jobs	2017 Jobs	2014-17 Change	% Change 2014-17	Openings (New + Replacements)	Annual Openings
41-9021	Real Estate Brokers	17,865	18,161	295	1.70%	1,129	376
41-9022	Real Estate Sales Agents	62,258	63,144	886	1.40%	3,730	1,243

The three-year average supply from regional colleges is 191 per year.

Regional annual openings for the SOC codes listed above is 844, indicating a gap of 653 hires.

Source: <http://coecc.net/supply-demand/> For Orange County

4. List similar programs at other colleges in the Los Angeles and Orange County Region which may be adversely impacted. (There is space for 10 listings, if you need more, please contact laocrc@rscdd.edu)

College	Program	Who You Contacted	Outcome of Contact
Cerritos College	Real Estate Certificate	Nick Real	No response.
Coastline Community College	Real Estate Certificate	Nancy Jones	No response.
East Los Angeles College	Real Estate AA Degree	Christopher Whiteside	No response.
Glendale Community College	Real Estate AS Degree	Jan Swinton	No response.
Irvine Valley College	Real Estate AS Degree	Corine Doughty	No response.
Los Angeles Harbor College	Real Estate AS Degree	Sandra Sanchez	No response.
Long Beach City College	Real Estate Certificate	Michelle Grimes-Hillman	No response.
Santiago Canyon College	Real Estate AS Degree	Von Lawson	No response.

5. List all courses required for program completion, including core requirements, restricted electives and prerequisites.

Complete 18-19 units from the following:	Units
RE 101 F Principles of Real Estate	3
RE 102 F Legal Aspects of Real Estate	3
RE 201 F Real Estate Practice	3
RE 202 F Real Estate Finance	3
RE 203 F Appraisal: Residential	3

RE 204 F	Appraisal: Income	3
BUS 246 F	Business Law II	3
BUS 295 F	Business Internship	1 - 4

One course from the following for a total of 3-5 units: Units

ACCT 001 F	Accounting for Small Business	3
ACCT 101AF	Financial Accounting	5

One course from the following for a total of 3 units: Units

BUS 111 F	Business Communications	3
BUS 211 F	Critical Reasoning and Writing for Business	3

One course from the following for a total of 3 units: Units

BUS 100 F	Introduction to Business	3
BUS 180 F	Small Business Management	3
RE 207 F	Mortgage Loan Brokering in California	3

One course from the following for a total of 3 units:
(See counselor for determination of correct course) Units

BUS 240 F	Legal Environment of Business	3
BUS 245 F	Business Law I	3

One course from the following for a total of 3-4 units: Units

BUS 112 F	Public Speaking for Business	4
CIS 100 F	Introduction to Personal Computers	4 or
CIS 111 F	Introduction to Information Systems	4
CIS 150 F	Introduction to the Internet	3
MKT 151 F	New Media Marketing	3
MKT 208 F	Principles of Selling	3
MKT 103 F	Principles of Advertising	3

One course from the following for a total of 3 units: Units

BUS 162 F	Business Economics	3
ECON 101 F	Principles of Economics – Micro	3
RE 206 F	Real Estate Economics	3

Total Units 36 – 40

6. Include any other information you would like to share.