

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

Fill In Form

Real Estate Sales Certificate

Proposed Program Title

FULLERTON COLLEGE

College

FALL 2017

Projected Program Start Date

North Orange County Community College District

District

Contact Information

DR. DOUGLAS BENOIT

Voting Member

714-992-7033

Phone Number

Dean, Business and CIS Division

Title

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](#)

Units for Major-Degree

Total Units for Degree

18-20.5 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)

The Real Estate Sales Certificate is designed to prepare students for a career in Real Estate. The program will the student seeking to enter the real estate profession and/or for the individual seeking to learn more about real estate as a prospective homeowner or real estate investor. Upon program completion, students will have completed the courses required to sit for the California Real Estate Sales license. A minimum grade of C is required in each course taken. This certificate requires 18-20.5 units.

2. Provide a brief rationale for the program.

Six-Year Review. Units changed from 20-22 to 18-18.5 to be more consistent with requirements from the California Department of Real Estate.

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	10% Hourly Earnings	Median Hourly Earnings
41- 9021	Real Estate Brokers	17,865	18,161	295	1.70%	1,129	376	\$17.99	\$51.92
41- 9022	Real Estate Sales Agents	62,258	63,144	886	1.40%	3,730	1,243	\$13.47	\$19.47

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. (There is space for 20 listings, if you need more, please contact laocrc@rsccd.edu). (See PCAH pp. 143 and 171)**

Required Courses: (6 units)		Units
RE 101 F	Principles of Real Estate	3
RE 201 F	Real Estate Practice	3
Restricted Electives: (12-14.5 units)		Units
RE 102 F	Legal Aspects of Real Estate	3
RE 202 F	Real Estate Finance	3
RE 203 F	Appraisal: Residential	3
RE 204 F	Appraisal: Income	3
RE 205 F	Property Management	3
RE 206 F	Real Estate Economics	3
RE 207 F	Mortgage Loan Brokering in California	3
RE 208 F	Basic Appraisal Principles and Procedures	3.5
BUS 240 F	Legal Environment of Business	3 or
BUS 245 F	Business Law I	3
BUS 246 F	Business Law II	3
ACCT 001 F	Accounting for Small Business	3 or
ACCT 101AF	Financial Accounting	5
Total Units		18 - 20.5

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