

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

Fill In Form

Real Estate (CoA and AS)
 Proposed Program Title

Fall 2018
 Projected Program Start Date

Irvine Valley College
 College

South Orange County Community College District
 District

Contact Information

Corine Doughty
 Voting Member

Dean, Instruction, EWD
 Title

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 Phone Number

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 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](#)
 25-28 Units for Major-Degree
 60-70 Total Units for Degree
 25-28 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)

Students who complete the core curriculum are equipped with not only immediately marketable skills but also the coursework necessary to sit for the California Real Estate Salesperson and Broker Examinations. The goal of the program is to prepare the student for entry into the real estate field, in such career areas as Real Estate Sales Agent, Real Estate Broker, Loan Officer, Property Manager, Title Examiner, Leasing Agent, Escrow Officer and other real-estate-related fields. Students also earn transferable lower-division credit that may be applied toward a baccalaureate degree in business-related areas. In addition, individual courses in such areas as appraisal, property management, and real estate finance will provide students with entry-level skills in these areas. Courses are offered either online or during the evening to allow individuals with family and employment commitments the opportunity to study for a new or re-entry career.

2. Provide a brief rationale for the program.

Certificate of Achievement rationale - Updates to the program include: Changes to recommended electives to increase electives available including honors courses. Updates to catalog and schedule descriptions. Degree is no longer transferrable.

Associate of Science rationale - Updates to the program include: Changes to recommended electives to increase electives available including honors courses. Updates to catalog and schedule descriptions. Degree is no longer transferrable. The number of major course units align with the education requirements set forth by the CalBRE to qualify for the Real Estate Broker's examination.

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)

Current and Future Employment

In Los Angeles and Orange Counties, real estate occupations are expected to increase by 4% between 2015 and 2020. In 2015, there were a total of 54,865 jobs in the region. By 2020, it is estimated that there will be 56,832 jobs, an increase of 1,967.

Table 1 – Real Estate Jobs

SOC	Description	2015 Jobs	2020 Jobs	2015-2020 Change	2015-2020 % Change	Annual Openings	Median Hourly Earnings
41-9022	Real Estate Agents	25,758	26,411	653	3%	358	\$20.40
11-9141	Property, Real Estate, and Community Association Managers	17,665	18,648	983	6%	526	\$27.16
41-9021	Real Estate Brokers	7,437	7,620	183	2%	102	\$30.37
13-2021	Appraisers and Assessors of Real Estate	4,005	4,153	148	4%	107	\$29.98
Total/Average		54,865	56,832	1,967	4%	1,093	\$24.62

Source: EMSI Employment Data – 2016.2

Job Postings, Top Employers and Top Titles

In 2015, there were a total of 7,128 job postings for real estate occupations technicians in Los Angeles and Orange Counties. Over half of these job postings were for real estate sales agents (3,725 postings) and over 40% were for property, real estate, and community association managers (3,089)

Table 2 – Job Postings by Occupation (n=7,128)

SOC Code	Occupation	Job Postings, Full Year 2015
49-9022	Real Estate Sales Agents	3,725
11-9141	Property, Real Estate, and Community Association Managers	3,089
13-2021	Assessors	188
41-9021	Real Estate Brokers	70
13-2021	Appraisers, Real Estate	56

Source: Burning Glass

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	Nick Real	Approved
Coastline CC	Real Estate	Nancy Jones	No Response
East Los Angeles CC	Real Estate; Broker	Christopher Whiteside	No Response
Fullerton College	Real Estate	Doug Benoit	No Response
Glendale CC	Real Estate	Jan Swinton	Approved
Los Angeles CC	Real Estate	Alex Davis	Approved
Los Angeles Harbor	Real Estate	Sandra Sanchez	No Response
Los Angeles Southwest	Real Estate	Rick Hodge	No Response
Los Angeles TTC	Real Estate	Marcia Wilson	No Response
Los Angeles Valley	Real Estate	Laurie Nalepa	No Response
Long Beach CC	Real Estate	Michelle Grimes-Hillman	No Feedback
Orange Coast College	Real Estate et al	Lisa Knuppel	No Response
Saddleback College	Real Estate	Tony Teng	No Response
Santiago Canyon College	Real Estate	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@rscdd.edu). (See PCAH pp. 143 and 171)

Courses	Course Number	Course Title	Units
Core: Real Estate	RE 172	Real Estate Practice	3
Core: Real Estate	RE 174A	Legal Aspects of Real Estate	3
Core: Real Estate	RE 175	Real Estate Finance	3
Core: Real Estate	RE 176A	Real Estate Appraisal	3
Elective G1: Economics	ECON 1, 1H	Principles of Economics – Micro, or Honors	3
Elective G1: Economics	ECON 2, 2H	Principles of Economics – Macro, or Honors	3
Elective G1: Economics	ECON 13	Global Economics	3
Elective G1: Economics	ECON 20, 20H	Introductory Economics, or Honors	3
Elective G1: Accounting	ACCT 1A	Financial Accounting	4
Elective G1: Accounting	ACCT 1B, 1BH	Managerial Accounting, or Honors	4
Elective G1: Accounting	ACCT 204	Accounting Applications: Quickbooks	3
Elective G1: Accounting	ACCT 215	General Accounting	3
Elective G2: Real Estate	RE 170	Real Estate Principles	3
Elective G2: Real Estate	RE 195	Property Management	3
Elective G2: Real Estate	RE 190	Escrow	3
Elective G2: Management	MGT 12A, 12AH	Legal Environment of Business, or Honors	3
Elective G2: Real Estate	RE 250	Real Estate Salesperson License Preparation	1

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