Business Administration

Real Estate
30 unit certificate • 60 unit degree
The Real Estate program prepares individuals to develop, sell, appraise and manage real property.

Required Courses (to earn certificate)

ACC-1A Principles of Accounting, I (3 units)*
Advisory: BUS-20
Introduction to accounting principles and practice.

BUS-10 Introduction to Business (3 units)*
Scope, function, and organization of contemporary business.

BUS-18A Business Law I (3 units)*
The social and practical basis of the law.

BUS-20 Business Mathematics (3 units)*
Introduction to quantitative approaches for solving common business problems using general mathematics and first degree equations.

BUS-22 Management Communications (3 units)*
Advisory: CAT-30
Examines the dynamics of organizational communication including a cross cultural emphasis. Practical experience is attained in verbal, non-verbal and interpersonal communication. Includes business report writing, letter writing and resume writing.

OR

BUS-24 Business Communications (3 units)*
Prerequisite: ENG-1A or 1AH
Examines the dynamics of organizational communication including a cross cultural emphasis.

CIS-1A Introduction to Computer Information Systems (3 units)*
Examination of information systems and their role in business. Focus on information systems, database management systems, networking, e-commerce, ethics and security, computer systems hardware and software components.

OR

BUS/CIS/CAT-3 Computer Applications for Business (3 units)*
Examination of information systems and their role in business.

Plus, an additional 12 units from the following courses:
RLE-80 Real Estate Principles (3 units)*, RLE-81 Real Estate Practices (3 units)*, RLE-82 Legal Aspects of Real Estate (3 units)*, RLE-83 Real Estate Finance (3 units)*, RLE-84 Real Estate Appraisal (3 units)*, RLE-85 Real Estate Economics (3 units)*, RLE-86 Escrow Procedures I (3 units)*, RLE-200 Work Experience (1-4 units)*

Some of these courses have prerequisites or advisories. Refer to College Catalog for more information.

*this class transfers toward one or more CSUSB or CalPoly majors. Visit www.assist.org or the Counseling office for details.
What type of interests might be a good fit for this career choice?

Social

People who like to work with people – to inform, enlighten, help and train. Prefer solving problems through discussion.

For more information on careers that fit this category of interests, visit the Career Center in the Center for Student Success.

Visit [www.norcocollege.edu/business](http://www.norcocollege.edu/business) for more information about this program. View gainful employment information at: [www.norcocollege.edu/academicaffairs/cte](http://www.norcocollege.edu/academicaffairs/cte)

What’s Your School?

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Job & Wage Information

- **Licensed Real Estate Agent**
  - Wage Range*: $16.72-42.41
  - 13% increase in employment expected in CA 2016-2026; 3,100 openings annually

- **Property Management**
  - Wage Range*: $18.20-70.29
  - 9% increase in employment expected in CA 2016-2026; 4,360 openings annually

- **Loan Officer**
  - Wage Range*: $11.88-74.18
  - 11% increase in employment expected in CA 2016-2026; 3,770 openings annually

- **Title Examiners, Abstractors & Searchers**
  - Wage Range*: $19.41-38.53
  - 8% increase in employment expected in CA 2016-2026; 610 openings annually

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*T2018, Riverside/Ontario/San Bernardino Metro Area

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