

# REAL ESTATE

**San Jacinto Campus**  
(951) 487-MSJC (6752)  
1-800-624-5561

**Menifee Valley Campus**  
(951) 672-MSJC (6752)  
1-800-452-3335  
Dean of Instruction, Career Education & Categorical  
Programs (951) 639-5352

Degree(s)

**Transfer:**

None

**Non-Transfer:**

A.S. in Real Estate<sup>4391 AS.RE</sup>  
(with General Education Requirements Option A)

Certificate(s)

Certificate in Real Estate<sup>22124 CTRE</sup>

Employment Concentration Certificate(s)

None

## PROGRAM DESCRIPTION

The MSJC Real Estate program offers the opportunity to earn a non-transfer certificate or degree. This program also provides the educational requirements for the real estate broker's license and real estate salesperson's license (issued by the State of California Department of Real Estate). Coursework prepares students for work in this dynamic profession. Essential success skills are emphasized including: ethics, professionalism, sales, financing, property valuation, law, and economics.

For individuals currently working within these fields, there may be potential for salary and/or career advancement.

## CAREER OPPORTUNITIES

All career opportunities listed are representative careers in each field. There are no guaranteed positions for students completing these programs. (See: [www.onetonline.org](http://www.onetonline.org))

Entry level career positions in real estate include sales agent, rental agent, property manager, escrow officer, and loan officer. Appraiser, real estate broker, mortgage broker and land developer are specializations within the industry.

## Non-Transfer Degree

Real Estate Salesperson

## Certificate

Real Estate Salesperson

## TRANSFER PREPARATION

MSJC offers a range of course work to prepare students to transfer to four-year colleges and universities. Courses that fulfill major requirements for an associate degree in this program might not be the same as those required for transfer into the major at a four-year university. All four-year institutions prescribe their own standards for course evaluation and admissions. Prospective transfer students are advised to research careers, degrees and majors in the Career/Transfer Center, access [www.assist.org](http://www.assist.org), review the MSJC catalog and meet with a counselor to expedite their transfer plan.

## LEARNING OUTCOMES

- Apply the basic principles of California real estate regulations and laws.
- Demonstrate and differentiate best practices in real estate transactions.
- Describe the ethical standards and responsibilities of real estate professionals.
- Analyze and justify the basic principles of real estate property valuation.
- Identify key real estate terms and procedures.

## DEGREE

### Non-Transfer Degree

#### Real Estate

In addition to the 24 units of the certificate program in Real Estate, students must also complete all MSJC General Education Option A requirements (a total of 60 units) for the Associate of Science degree in Real Estate.

## CERTIFICATE

### Certificate in Real Estate (24 units)

#### Required Courses (12 units)

RE-140	Real Estate Principles	3 units
RE-141	Real Estate Practice	3 units
RE-142	Legal Aspects of Real Estate	3 units
RE-143	Real Estate Finance	3 units

#### Elective Courses (12 units)

ACCT-124	Financial Accounting - Principles of Accounting I	3 units
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or

ACCT-124H	Honors Financial Accounting - Principles of Accounting I	3 units
BADM-201	Legal Environment of Business	3 units
RE-145	Real Estate Economics	3 units
RE-146	Mortgage Loan Brokering and Lending	3 units
RE-149/CWE-149S	Cooperative Work Experience: Real Estate	1-4 units
RE-154	Property Management	3 units

Mt. San Jacinto College  
 Undergraduate certificate in Real Estate  
 Program Length: 72 weeks

**Students graduating on time**

0% of Title IV students complete the program within 72 weeks<sup>1</sup>

**Program Costs\***

\$1,104 for in-state tuition and fees

\$8,184 for out-of-state tuition and fees

\$3,942 for books and supplies

Other Costs:

Parking Permits cost \$68 a year or \$34 a semester

RTA Go Pass cost \$12 a year or \$6 a semester

SGA discount sticker (optional) - \$14 a year or \$7 a semester

Student representation fee (optional) - \$2 a year or \$1 a semester

Help a Student Fund (optional) - \$4 a year or \$2 a semester

Student Health Center Fee - \$40 a year or \$20 a semester

\*For summer session fees, please see: <https://www.msjc.edu/StudentServices/EnrollmentServices/Pages/What-Fees-do-I-have-to-pay.aspx>

Visit website for more program cost information: [www.msjc.edu/StudentServices/EnrollmentServices/Pages/What-Fees-do-I-have-to-pay.aspx](http://www.msjc.edu/StudentServices/EnrollmentServices/Pages/What-Fees-do-I-have-to-pay.aspx)

\*The amounts shown above include costs for the entire program, assuming normal time to completion.

Note that this information is subject to change.

**Students Borrowing Money**

**The typical graduate leaves with**

N/A\* in debt<sup>3</sup>

\*Fewer than 10 students completed this program within normal time. This number has been withheld to preserve the confidentiality of the students.

**The typical monthly loan payment**

N/A\* per month in student loans with an interest rate of N/A\*<sup>4</sup>.

\*Fewer than 10 students completed this program within normal time. This number has been withheld to preserve the confidentiality of the students.

**Graduates who got jobs**

N/A\* of program graduates got jobs

\*We are not currently required to calculate a job placement rate for program completers.

**Program graduates are employed in the following fields:**Property, Real Estate, and Community Association Managers: <http://onetonline.org/link/summary/11-9141.00>

Assessors: <http://onetonline.org/link/summary/13-2021.01>

Appraisers, Real Estate: <http://onetonline.org/link/summary/13-2021.02>

Real Estate Brokers: <http://onetonline.org/link/summary/41-9021.00>

Real Estate Sales Agents: <http://onetonline.org/link/summary/41-9022.00>

**Licensure Requirements<sup>6</sup>**

The following do not have licensure requirements for this profession:

California

**Additional Information:**

No additional notes provided.

Date Created: 5/15/2019

These disclosures are required by the U.S. Department of Education

**Footnotes:**

<sup>1</sup> The share of students who completed the program within 100% of normal time (72 weeks).

<sup>2</sup> The share of students who borrowed Federal, private, and/or institutional loans to help pay for college.

<sup>3</sup> The median debt of borrowers who completed this program. This debt includes federal, private, and institutional loans.

<sup>4</sup> The median monthly loan payment for students who completed this program if it were repaid over ten years at a NA\* interest rate.

<sup>5</sup> The median earnings of program graduates who received Federal aid.

<sup>6</sup> Some States require students to graduate from a state approved program in order to obtain a license to practice a profession in those States.

<sup>7</sup> State Job Placement Rate:

Name of the state this placement rate is calculated for:

N/A

Follow the link below to find out who is included in the calculation of this rate:

[N/A](#)

What types of jobs were these students placed in?

N/A

When were the former students employed?

N/A

How were completers tracked?

N/A

<sup>8</sup> Accreditor Job Placement Rate:

Name of the accrediting agency this placement rate is calculated for:

N/A

Follow the link below to find out who is included in the calculation of this rate:

[N/A](#)

What types of jobs were these students placed in?

N/A

When were the former students employed?

N/A

How were completers tracked?

N/A