

# REAL ESTATE

## Program Description

Become a real estate professional! Begin this rewarding and flexible career by completing courses toward your real estate salesperson and/or broker's license. Real estate agents work with buyers and sellers in this dynamic profession. Set your own schedule, balance life and work, celebrate home purchases, and expand your business knowledge.

Real Estate Department Page (<https://www.msjc.edu/realestate/>)

## Transfer Preparation

MSJC offers a wide range of course work that prepares students for the workforce or for transfer to four-year colleges and universities. All four-year institutions prescribe their own standards for course evaluation and admissions. Courses that fulfill major requirements for an associate degree in a program at MSJC might not be the same as those required for transfer into a similar major at a four-year university. Please meet with a Counselor to confirm transfer requirements.

Transfer students are advised to do research on prospective majors and careers. The MSJC Transfer Center and MSJC catalog can be helpful tools. Students interested in transferring to CSU's or UC's can access major preparation by visiting ASSIST (<http://www.assist.org>). All students are advised to meet with a counselor at least once a semester to create or update their comprehensive education plan.

## Contact Information

### San Jacinto/Menifee Campus

(951) 487-MSJC (6752)/ (951) 672-MSJC (6752)

1-800-624-5561/ 1-800-452-3335

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## Degrees/Certificates

### Degrees

#### Non-Transfer Degree

- Real Estate, A.S. (<https://catalog.msjc.edu/instructional-programs/real-estate/real-estate-as/>)

### Certificate

- Real Estate Certificate (<https://catalog.msjc.edu/instructional-programs/real-estate/real-estate-certificate/>)

## Program 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.

## Careers and Salaries

Discover in-demand careers and education options based on your interests! See the list of careers below or explore further by searching for **Careers or Programs** (<https://msjc.emsicc.com>).

Note: There are no guaranteed positions for students completing these programs. Education and work experience required will vary by employer. The salary and benefits for specific occupations will be dependent on work experience, education, background, and employer. Labor market statistics are from the Bureau of Labor Statistics, US Census Bureau, O-NET, EMSI.

Career/Industries	CA Annual Median Salary or Range	Employment Demand or Opening CA
Real Estate Agents (SM, C)	\$60,871	6,097
Real Estate Brokers (SM, B)	\$78,923	2,520
Property, Real Estate & Community Association Managers (SM, C, B)	\$62,193	5,684
Title Examiners, Abstractors & Searchers (SM, C, B)	\$71,091	628

(*degree required: SM some college, C: Certificate, A: Associate degree, B: Bachelor's degree, M: Master's degree, D: Doctorate*)