



WHAT IS REAL ESTATE?

A program that prepares individuals to develop, buy, sell, appraise, and manage real estate. It includes instruction in land use development policy, real estate law, real estate marketing procedures, agency management, brokerage, property inspection and appraisal, real estate investing, leased and rental properties, commercial real estate, and property management.

INTERESTS

(THINGS YOU LIKE TO DO)

- Enterprising
- Interaction
- Sales
- Customer service
- Conventional
- Independence
- Building relationships
- Administration and management



SKILLS

(THINGS YOU WILL LEARN & USE)

- Communication
- Active listening
- Critical thinking
- Negotiation
- Judgement and decision making
- Knowledge of sales techniques, financing procedures, business conditions, property values, and laws affecting the sale of property

LAVC DEGREES & CERTIFICATES OFFERED

Real Estate is housed within the Business Administration Department at Los Angeles Valley College. Students will meet the needs of persons currently employed in the Real Estate field and for individuals who would like to enter the field. LAVC offers the following degree and certificate:

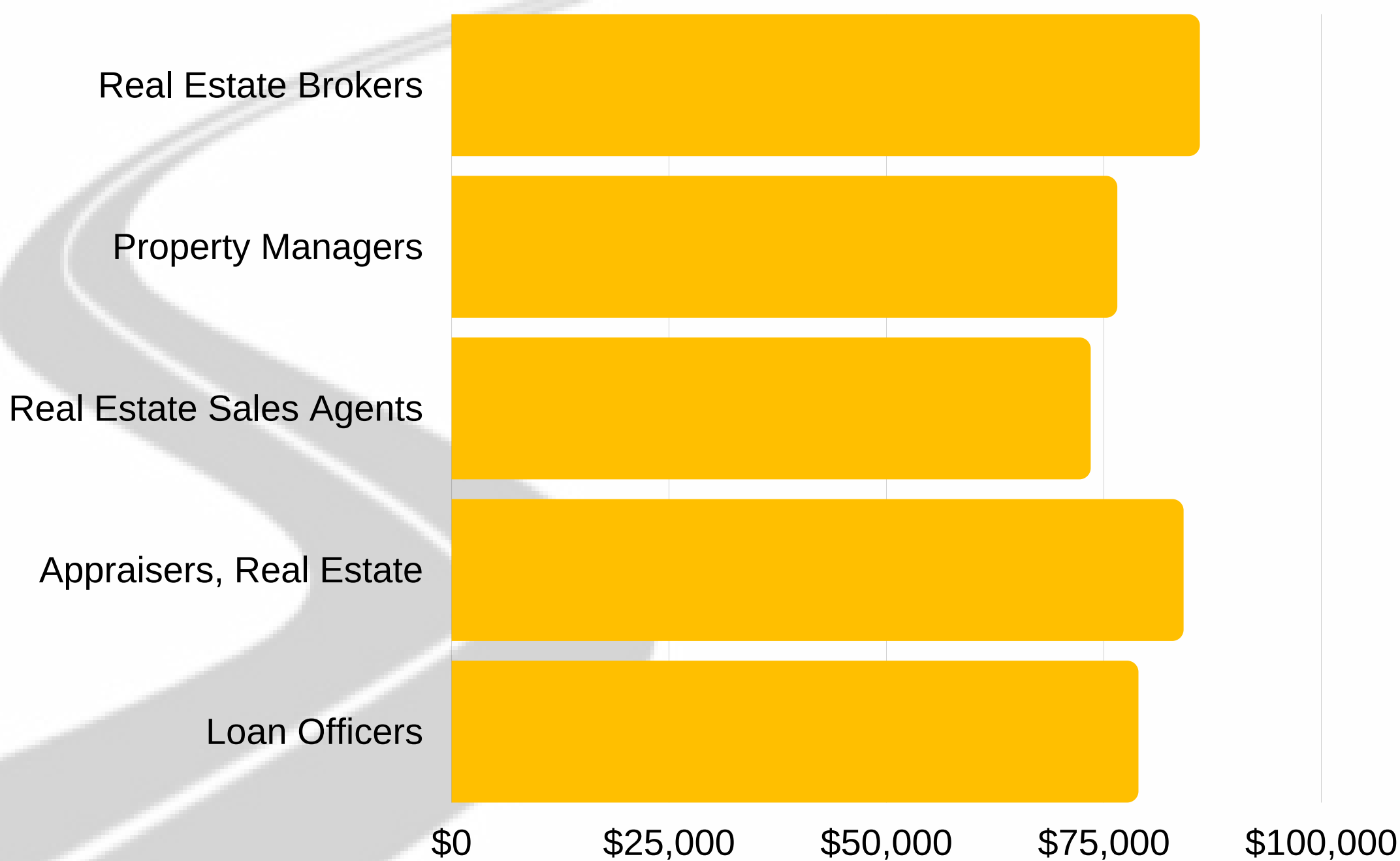
- **Associate of Arts (AA) in Real Estate**
 - This program is of interest to those who either are now, or hope to become salespersons, brokers, appraisers, escrow officers, property managers, and community developers.
- **Certificate of Achievement (CA) in Real Estate**
 - This certificate provides entry-level skills for students seeking careers in the real estate industry. Most of these courses will be helpful in preparing for the California Real Estate Broker's License.

TRANSFER RELATED MAJORS

- **CSU Los Angeles:** Business Administration - Real Estate
- **CSU Northridge:** Business Administration - Real Estate
- **Cal Poly Pomona:** Business Administration - Finance Real Estate and Law
- **CSU Fresno:** Business Administration - Real Estate and Urban Land Economics
- **CSU San Bernardino:** Administration - Real Estate
- **San Luis Obispo:** Business Administration - Real Estate Finance
- **San Diego State:** Business Administration - Real Estate
- **UC San Diego:** Real Estate and Development



EARNINGS*



*Earnings can vary by occupation and experience. The following are median wages as of 2018 in California based on CaliforniaCareerZone.org

FOR MORE INFORMATION

- www.lavc.edu/transfer
- <https://lavc.edu/business-administration/Home.aspx>
- www.lavc.edu/transfer/majors/default.html
- www.assist.org
- www.eureka.org
- www.cacareerzone.org
- www.onetonline.org
- <http://degrees.calstate.edu/>
- https://admission.universityofcalifornia.edu/counselors/files/undergraduate_majors_list.pdf

RELATED OCCUPATIONS

- Property/Real Estate/Community Association manager
- Assessor
- Appraiser
- Loan officers
- Advertising sales agent
- Real estate sales agent
- Real estate broker
- Leasing consultant



POTENTIAL EMPLOYERS

- Real estate broker company
- Commercial real estate
- Real estate firms
- Self-employment
- Commercial leasing company
- Loan company
- Appraisal company

This general information is provided by the LAVC Career/Transfer Center. For specific information about majors and careers please make an appointment to see a counselor either online, in person at the Counseling Department (Student Services Annex) or by phone at (818) 947-2474.