

A.S./Certificate: Real Estate 24-25



ABOUT THIS MAJOR

Real estate brokers and sales agents help clients buy, sell, and rent properties. Although brokers and agents do similar work, brokers are licensed to manage their own real estate businesses. Sales agents must work with a real estate broker. An individual can meet all of the educational

requirements of the Bureau of Real Estate for obtaining a real estate salesperson or real estate broker license by taking courses at Antelope Valley College. For more information, visit the [Social and Behavioral Sciences](#) division.

TO EARN A DEGREE A STUDENT MUST COMPLETE THE FOLLOWING:

- [1] Completion of 60-semester units
- [2] Completion of General Education Requirements
- [3] Minimum grade point average of 2.0
- [4] A C or better in all courses required for the major

Residency: Minimum of 12 units completed at AVC with a minimum of 9 of those units completed from the certificate/major. (credit earned by examination will not be included in these 12 units) Title 5, Section 54000: <http://ccr.oal.ca.gov>.

***To earn Certificate only:** only the major & program electives courses are required and a must earn a minimum grade point average of 2.0

AS - Real Estate Broker [Total Units 37-40]

Required Courses (22 units)	
RE101 - Real Estate Principles	3
RE105 - Real Estate Practices	3
RE111 - Real Estate Finance	3
RE121 - Legal Aspects of Real Estate	3
RE131 - Real Estate Appraisal	3
BUS201 - Business Law	3
MKTG130 - Digital Marketing	3
RE180 - Real Estate Capstone	1

Program Electives- Complete (3-4 units) from the following:	
CA103 - Introduction to Computer and Digital Technology	3
OR	
CA221 - Computer Concepts & Applications in Business	4
Program Electives- Complete (3-4 units) from the following:	
ACCT111 - Bookkeeping	3
OR	
ACCT201 - Financial Accounting	4
Program Electives- Complete (3-4 units) from the following:	
BUS105 - Business Mathematics	3
OR	
MATH140 - Precalculus	3

Program Electives- Complete (6 units) from the following:	
RE141 - Escrow Principles	3
RE161 - Property Management	3
RE199 - Work Experience Education	3

Certificate only - Real Estate Salesperson [Total Units 19-21]

***To earn Certificate only:** only the major & program electives courses are required and a must earn a minimum grade point average of 2.0

Required Courses (10 units)	
MKTG130 - Digital Marketing	3
RE101 - Real Estate Principles	3
RE105 - Real Estate Practices	3
RE180 - Real Estate Capstone	1
Required Course - Complete (3 units) from the following:	
BUS105 - Business Mathematics	3
MATH140 - Precalculus	3
Required Courses -Complete (3-4 units) from the following:	
CA103 - Introduction to Computer and Digital Technology	3
CA221 - Computer Concepts & Applications in Business	4
Program Electives- Complete 3-4 units from the following:	
RE111 - Real Estate Finance	3
RE121 - Legal Aspects of Real Estate	3
RE131 - Real Estate Appraisal	3
RE141 - Escrow Principles	3
RE161 - Property Management	3

RECOMMENDED PATHWAY AS- Real Estate Broker

The Recommended Plan of Study is determined by the discipline faculty. All **Program Electives** for the Major and **General Education** Courses, Areas A-F, are recommended only. Except for ENGL 101, you can make other selections for this area if you choose ([See back page for options](#)).

- [*] = Courses will fulfill the completion requirements for Major & Gen Ed I
- [#] recommended courses may select other options.
- Electives are courses that count toward your credits for graduation, but not specific to degree of study
- Take classes in **Summer** or **Intersession** if needed to complete your degree in a timely manner
- Fall/Spring: Max 19 units, 12-15 units Recommended.

TERM 1	
Course	Units
RE 101	3
PROGRAM ELECTIVE: #BUS 105	3
AVC Gen-Ed- AREA D2: * # CA 103	3
AVC Gen-Ed- AREA D1: ENGL 101	3
AVC Gen Ed- AREA E: # HD 101	3
Total Units	15

TERM 2	
Course	Units
PROGRAM ELECTIVE: #ACCT 111 OR ACCT 201	3
RE 105	3
RE 121	3
AVC Gen-Ed- AREA B: #BUS 101	3
AVC Gen Ed- AREA C: #COMM 112	3
Total Units	15

TERM 3	
Course	Units
MKTG 130	3-4
RE 111	3
RE 131	3
PROGRAM ELECTIVE: #RE 141	3
ELECTIVE	3
Total Units	15

TERM 4	
Course	Units
Program Elective: #RE161	3
RE 180	3
BUS 201	3
AVC Gen Ed-Area F: #BUS 212	3
AVC Gen Ed-Area A: #BIOL 104	3
Elective	2
Total Units	15

RECOMMENDED PATHWAY Certificate- Real Estate Salesperson
The Recommended Plan of Study is determined by the discipline faculty.

TERM 1 (Real Estate Salesperson)	
Course	Units
BUS 105	3
CA 103 or CA 221	3
RE 101	3
RE 105	3
TERM 2	
Course	Units
MKTG 130	3
RE 180	1
Program Elective: #RE 121	3
Total Units	7

COUNSELING NOTE SECTION

Prerequisite: If a course is listed as a prerequisite for another course, that prerequisite course must be completed with a satisfactory grade to enroll in the next course. A satisfactory grade is a grade of "A," "B," "C" or "P". Students who enroll in classes for which they do not meet the prerequisites will be involuntarily dropped. Students will be notified of this involuntary drop. Title 5, Section 55200(d)

AVC 24-25 CATALOG: [ACADEMIC POLICIES](#)

INFORMATION and RESOURCES

Tutoring Assistance	Career Center	AVC Student Health Services
Transfer Center	Office of Students with Disabilities	Palmdale Center
Basic Needs	Financial Aid	Counseling Division

The State requires ALL STUDENTS to have a Comprehensive Education Plan. You MUST make a counseling appointment as soon as enrollment is established to receive your plan. Stop by the Counseling Center or call 661-722-6300 x 6338 to schedule an appointment.

2023-2024 AVC General Education Requirements

Advising Form Effective Fall 2023 - Summer 2024

GE AREA	COMPLETED	IN PROGRESS	NEED	
				<p>The requirements for an AA or AS degree include the following:</p> <ol style="list-style-type: none"> 1. A minimum of 60 semester units; with at least 12 semester units completed in residence at AVC for an AA/AS degree (credit earned by examination will not be included in these 12 units); maximum of 12 pass/no-pass credit units can be accepted towards an AA/AS degree. 2. Refer to each individual program for major requirements. All major courses as specified in the AVC catalog must be completed with a grade of "C" or better. 3. An overall grade point average (GPA) of 2.0 ("C" average) is required. <p>Double counting: While a course may satisfy more than one general education requirement, it may not be counted more than once for these purposes. A course may be used to satisfy both a general education requirement and a major or area of emphasis requirement.</p> <p>Prerequisite: If a course is listed as a prerequisite for another course, that prerequisite course must be completed with a satisfactory grade in order to enroll in the next course. A satisfactory grade is a grade of "A," "B," "C" or "P". Students who enroll in classes for which they do not meet the prerequisites will be involuntarily dropped. Students will be notified of this involuntary drop. <i>Title 5, Section 55200(d)</i></p> <p>At least 3 units from each of the following areas below: A, B, C, D1, D2, E, and F. Minimum Total GE Units Required 21</p>
AREA A: NATURAL SCIENCES - Select at least 3 units				
A				<p>ANTH 101, 101L; ASTR 101, 101L; BIOL 100, 101, 101L, 102, 103, 104, 110, 120, 201, 202, 204, 205; CHEM 101, 102, 110, 120, 210, 220; ELTE 101; ERSC 101; GEOG 101, 101L, 102, 102L; GEOL 101, 101L, 102, 102L; PHYS 101, 102, 110, 120, 211; PSCI 101</p>
AREA B: SOCIAL & BEHAVIORAL SCIENCES- Select at least 3 units				
B				<p>AJ 201, 204, 206; ANTH 102, 103, 110, 112, 140; BUS 101, 212; CFE 102, 103; COMM 217; DFST 105, 106, 110; ECON 100, 101, 102, 110; GEOG 105, 106, 110; HIST 101, 102, 104, 105, 107, 108, 110, 111, 113, 114, 116, 118, 119; POLS 101, 103, 200, 201, 202, 203; PSY 101, 200, 201, 212, 230, 232, 233, 234, 235, 236; SOC 101, 105, 110, 111, 112, 115, 116, 120, 200; THA 240</p>
AREA C: HUMANITIES- Select at least 3 units				
C				<p>ART 100, 101, 102, 103, 104, 106, 110, 113, 120, 132, 135, 136, 137, 140, 145, 150, 163, 170, 210, 213; CHIN 101, 102, 201, 202; COMM 112, 114, 214, 217, 219; DA 101; DFST 101, 102, 105, 106, 201, 202; ENGL 102, 111, 112, 221, 222, 225, 227, 230, 231, 235, 242, 253, 256, 257, 259, 265, 279; FREN 101, 102, 201, 202, 203; FTV 101, 103, 107, 108, 201, 203, 241, 251, 261; GER 101, 102, 201, 202; HIST 101, 102, 104, 105, 107, 108, 110, 111, 113, 115, 118, 119; LATN 101, 102, 201; MUS 101, 105, 111, 121, 131, 132, 151, 153, 185, 231, 232, 251A, 251B, 253A, 253B; MUSC 102, 103, 107, 108, 109; NF 150; PHIL 105, 106, 108, 109; PHOT 107; PHTC 101, 150, 201; SPAN 101, 110SS, 102, 201, 202, 210SS, 220SS; THA 101, 102, 103, 110, 115A, 115B, 116A, 116B, 117A, 117B, 118A, 118B, 121A, 121B, 130, 133, 225, 239</p>
AREA D: LANGUAGE AND RATIONALITY				
Select 3 units from (1) and 3 units from (2). Grade of "C" or better required in Area D1				
D1				<p>D1 Academic Composition: ENGL 101</p>
D2				<p>D2 Communication and Analytical Thinking: BUS 113; CA 103; CS 120, 121, 122, 123; COMM 101, 107, 109, 112, 114, 115, 201, 217, 219; ENGL 102, 103; GEOG 201, 205; MATH 103, 110, 115, 116, 120, 124, 128, 131, 135, 140, 148, 150, 160, 220, 230, 250; NF 150; PHIL 101, 106, 110, 201</p>
AREA E: ADDITIONAL BREADTH				
Select 3 units from Areas A, B, C, D2, or E *Courses must be taken from a discipline not previously selected				
E				<p>DA 111; HD 100, 101, 102, 103, 105; HE 101, 120, 201; KINT 100; LIB 107, 110; NF 100, 102, 103, 110 Any DA activity course(s) from DA 102-205, except DA 107A-C, 108, 109, and 111 Any Kinesiology Fitness (KINF) activity course, Intercollegiate Athletics (IATH) activity course, or up to 4 units for military experience</p>
AREA F: DIVERSITY STUDIES- Select 3 units				
F				<p>ANTH 102, 112; BUS 212; CFE 116; COMM 114, 217, 219; DFST 105, 106; ECON 110; ENGL 250, 253, 256, 257, 259; FTV 201, 203; HE 201; HIST 110, 111, 113; MUSC 107, 108; POLS 202; SOC 105, 110, 116; THA 239</p>