

Real Estate

| American River College

ARC's Real Estate program offers students a variety of classes. Students can pursue an Associate's degree, certificate, or department certificate. The Associate's degree can be a pathway to a career as a real estate salesperson or broker, or as a small business owner.

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Associate Degree

A.A. in Real Estate

This degree focuses on the practical application of concepts utilized in real estate markets and career fields. Course work includes real estate principles, legal aspects, practice, finance, economics, and appraisal.

Degree Requirements

COURSE CODE	COURSE TITLE	UNITS
ACCT 101	Fundamentals of College Accounting (3)	3 - 4
or ACCT 301	Financial Accounting (4)	
BUS 300	Introduction to Business	3
BUS 310	Business Communications (3)	3
or MGMT 360	Management Communication (3)	
BUS 340	Business Law	3
MKT 300	Principles of Marketing	3
RE 300	California Real Estate Principles	3
RE 310	Real Estate Practice	3
RE 320	Real Estate Finance	3
RE 330	Legal Aspects of Real Estate	3
RE 342	Real Estate Appraisal	3
A minimum of 1 unit from the following:		1
BUS 210	The Business Plan (1)	
BUS 212	Marketing for Small Businesses (1)	
CISC 300	Computer Familiarization (1)	
CISC 305	Introduction to the Internet (1)	
A minimum of 3 units from the following:		3

COURSE CODE	COURSE TITLE	UNITS
BUS 320	Concepts in Personal Finance (3)	
MKT 310	Selling Professionally (3)	
MKT 314	Advertising (3)	
RE 360	Real Estate Economics (3)	
Total Units:		34 - 35

The Real Estate Associate in Arts (A.A.) degree may be obtained by completion of the required program, plus general education requirements, plus sufficient electives to meet a 60-unit total. See ARC graduation requirements.

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- Identify and explain the major functional areas of real estate, including legal aspects, finance, economics, real estate practice, and appraisal.
- Demonstrate effective leadership skills in a real estate environment.
- Analyze practical real estate problems.
- Integrate real estate principles related to finance, law, products, services and information.
- Assess current real estate market conditions.
- Recommend appropriate sales strategies, based on market conditions.
- Qualify for the California Real Estate Brokers and Salesperson license examinations.
- Utilize research and critical thinking to evaluate and recommend alternative solutions to real estate problems.

Career Information

Real estate salesperson; real estate broker; real estate appraiser; small business owner

Certificate of Achievement

Real Estate Certificate

This certificate introduces the basic concepts of the real estate career field. Topics include the principles of real estate, law, economics, finance, practice and appraisal.

Certificate Requirements

COURSE CODE	COURSE TITLE	UNITS
RE 300	California Real Estate Principles	3
RE 310	Real Estate Practice	3
RE 320	Real Estate Finance	3
RE 330	Legal Aspects of Real Estate	3
RE 342	Real Estate Appraisal	3
A minimum of 3 units from the following:		3
ACCT 101	Fundamentals of College Accounting (3)	
ACCT 301	Financial Accounting (4)	

COURSE CODE	COURSE TITLE	UNITS
BUS 110	Business Economics (3)	
ECON 302	Principles of Macroeconomics (3)	
ECON 304	Principles of Microeconomics (3)	
RE 360	Real Estate Economics (3)	
A minimum of 6 units from the following:		6
ACCT 101	Fundamentals of College Accounting (3)	
or ACCT 301	Financial Accounting (4)	
or ACCT 311	Managerial Accounting (4)	
BUS 105	Business Mathematics (3)	
BUS 300	Introduction to Business (3)	
BUS 310	Business Communications (3)	
or MGMT 360	Management Communication (3)	
BUS 340	Business Law (3)	
MKT 300	Principles of Marketing (3)	
MKT 310	Selling Professionally (3)	
MKT 314	Advertising (3)	
Total Units:		24

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- Apply a basic knowledge of the fundamental concepts of real estate.
- Define the technical terminology involved in the real estate field.
- Interpret and apply a knowledge of real estate transactions.
- Qualify for the California Real Estate Salesperson's License Examination.
- Analyze real estate situations and property, interpret the data, and properly complete deposit receipts.

Gainful Employment

The US Department of Education requires colleges to disclose a variety of information for any program that is eligible for financial aid that "prepares students for gainful employment in a recognized occupation." The following link provides Gainful Employment Disclosure information for this certificate program:

[Gainful Employment Information for Real Estate Certificate of Achievement \(https://web.losrios.edu/gainful-emp-info/arc/30604/30604.htm\)](https://web.losrios.edu/gainful-emp-info/arc/30604/30604.htm)

Certificate

Real Estate Sales Certificate

This certificate introduces the basic concepts of the real estate career field, with a specific focus on sales. Topics include the principles of real estate, law, economics, finance, practice, and appraisal.

Certificate Requirements

COURSE CODE	COURSE TITLE	UNITS
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RE 300	California Real Estate Principles	3
RE 310	Real Estate Practice	3
A minimum of 3 units from the following:		3
ACCT 301	Financial Accounting (4)	
BUS 340	Business Law (3)	
RE 320	Real Estate Finance (3)	
RE 330	Legal Aspects of Real Estate (3)	
RE 342	Real Estate Appraisal (3)	
RE 350	Real Property Management (3)	
RE 360	Real Estate Economics (3)	
Total Units:		9

Student Learning Outcomes

Upon completion of this program, the student will be able to:

- apply a basic knowledge of the fundamental concepts of real estate
- define the technical terminology involved in the real estate field
- interpret and apply a knowledge of real estate transactions
- qualify for the California Real Estate Salesperson's License Examination

Real Estate (RE)

RE 295 Independent Studies in Real Estate

Units:	1 - 3
Hours:	54 - 162 hours LAB
Prerequisite:	None.

Independent Study is an opportunity for the student to extend classroom experience in this subject, while working independently of a formal classroom situation. Independent study is an extension of work offered in a specific class in the college catalog. To be eligible for independent study, students must have completed the basic regular catalog course at American River College. They must also discuss the study with a professor in this subject and secure approval. Only one independent study for each catalog course will be allowed.

RE 300 California Real Estate Principles

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Transferable:	CSU

This course covers the basic laws and principles of California real estate. It provides the background and terminology necessary for advanced study in specialized courses. This course is required by the California Department of Real Estate prior to taking the real estate salesperson's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- explain the fundamental concepts and principles of real estate.
- apply the technical terminology involved in the real estate field.
- understand real estate transactions.
- describe the requirements for the "California Real Estate Salesperson's" License Examination.

RE 310 Real Estate Practice

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Transferable:	CSU

This course covers the daily operations in the role of real estate agent or broker. It includes listing, prospecting, advertising, financing, sales techniques, escrow, and ethics. This course also covers basic laws and practices of California real estate and provides background and terminology necessary for advanced study in more specialized courses. This course applies towards the educational requirements for the California State Broker's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- describe the responsibilities of a real estate professional.
- define the technical terminology involved in the real estate field.
- describe the requirements for the "California Real Estate Brokers and Salesperson" license examinations.
- analyze real estate situations and property, interpret the data, and properly complete deposit receipts.

RE 320 Real Estate Finance

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Advisory:	RE 300; RE 300; ENGWR 102 or 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105
Transferable:	CSU

This course covers real estate financing, including lending policies and problems in financing transactions in residential apartments and commercial and special purpose properties. Methods of financing properties are emphasized. It meets one of the educational requirements to qualify for the California Department of Real Estate broker's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- examine theoretical and practical applications of real estate financing.
- assess the process of financing various types of real estate.
- identify sources of funds and the various entities which affect qualifications and availability of funding.
- examine loan processes, appraisal for lenders, and foreclosures.

- evaluate secondary markets and construction loans.
- calculate real estate finance and alternative financing methods.

RE 330 Legal Aspects of Real Estate

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Advisory:	RE 300; RE 300; ENGR 102 or 103 and ENGRD 116 or ESLR 320 and ESLW 320; BUS 105
Transferable:	CSU

This course covers California real estate laws, including methods of ownership, estates, transfers, financing instruments, foreclosures, leasing, contracts, and agency. It meets one of the educational requirements to qualify for the California Department of Real Estate broker's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- analyze the important legal aspects of real estate.
- apply real estate law principles.
- analyze real estate case law.
- diagram the organization and structure of the U.S. legal system and procedures.
- apply the ethical standards of the real estate profession.
- evaluate real estate legal issues before they arise.
- develop solutions to real estate legal issues.

RE 342 Real Estate Appraisal

Units:	3
Hours:	62 hours LEC
Prerequisite:	None.
Transferable:	CSU

This course covers entry-level education in the real estate appraisal field, concentrating on the appraisal of single-family residences (real property). It covers Basic Appraisal Principles (30 Hours) and Basic Appraisal Procedures (30 Hours) pursuant to the Appraiser Qualifications Board's (AQB) Real Property Appraiser Qualification Criteria (effective January 1, 2008). This course is designed to meet the California Bureau of Real Estate Appraisers (BRE) requirements for Basic Education (60 Hours). It also meets the California Bureau of Real Estate (BRE) college-level educational requirements (3 semester units) for the salesperson and broker examinations.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- define real property concepts, characteristics, and legal descriptions.
- distinguish between the different forms of ownership, types of leases, contracts, and public or private controls.

- describe the four influences on real estate values: government, economic, social, and physical.
- identify the different types of value: market value, insurable value, and salvage value.
- explain classical economic principles.
- analyze real estate market fundamentals and characteristics.
- interpret appraisal ethics and appraisal theory and practice.
- apply proper valuation procedures and techniques in developing a credible appraisal report.
- analyze real property descriptions, characteristics, and considerations for highest value and best use.
- evaluate and apply the market approach, cost approach, and basic income approach processes as appropriate.
- complete or review a residential appraisal (subject to practical experience and licensing) pursuant to current ethical standards and practices.

RE 350 Real Property Management

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Transferable:	CSU

This course covers operation and management of real property marketing procedures, leases, maintenance, insurance, accounting, records, public and human relations, employer responsibilities, and selection of personnel and agreements. This course applies towards the educational requirements for the California State Broker's Examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- describe the major functions of property managers, including their legal and interpersonal concerns.
- detail specific practices and problems in management of various properties, such as retail property, office buildings, apartments, industrial property, and condominiums.
- define the technical terminology in the property management field.
- describe the requirements for the California Real Estate Broker's and Salesperson license examinations.
- demonstrate practical tools for property management.
- identify everyday issues regarding maintenance, accounting, administration, and other activities.

RE 360 Real Estate Economics

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Advisory:	RE 300
Transferable:	CSU

This course covers the nature and classification of real estate and real estate investments. Topics include economic development of real property, real estate

cycles and market trends, and governmental and private sector influence on the economics of real estate. It is recommended that this course be taken last in the real estate series. This course meets one of the educational requirements to qualify for the California Bureau of Real Estate broker's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- explain the fundamental concepts and principles of real estate economics
- evaluate economic impacts of income and property taxation on market value
- analyze national, regional, and community trends in terms of their effects on real estate
- formulate income processing scenarios through the use of break-even analysis, cash equivalents, capitalization theory, and internal/fair rates of return
- define the economic principles that govern real estate markets and buyer/seller behavioral patterns
- describe sound real estate investment strategies through an analysis of real estate economic trends

RE 495 Independent Studies in Real Estate

Units:	1 - 3
Hours:	54 - 162 hours LAB
Prerequisite:	None.
Transferable:	CSU

Independent Study is an opportunity for the student to extend classroom experience in this subject, while working independently of a formal classroom situation. Independent study is an extension of work offered in a specific class in the college catalog. To be eligible for independent study, students must have completed the basic regular catalog course at American River College. They must also discuss the study with a professor in this subject and secure approval. Only one independent study for each catalog course will be allowed.

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