



## Certificate/AS-Real Estate (Broker) 21-22

### Recommended Program Sequence

All courses with a + sign indicate a pre-requisite or co-requisite

Term 1 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units	Term 3 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units
BUS 105, Business Mathematics or MATH 140+, Precalculus		3	ACCT 111, Bookkeeping or ACCT 201, Financial Accounting		3
CA 103, Intro. to Comps. & Dig. Tech. or CA 221, Comp. Concepts & Apps in Bus. or CIS 101, Intro. to Computer Info.		3	RE 111, Real Estate Finance		3
RE 101, Real Estate Principles		3	RE 131, Real Estate Appraisal		3
General Education Area D1 (English 101+)		3	General Education Area B (Social Science)		3
General Education Area E (Additional Breadth)		3	General Education Area C (Humanities)		3
#Recommended	Total	15		Total	15
Term 2 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units	Term 4 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units
BUS 113+, Business Communications		3	Program Elective		3
BUS 201, Business Law		3	Program Elective		3
RE 105, Real Estate Practices		3	General Education Area A (Science)		3
RE 121, Legal Aspects of Real Estate		3	General Education Area F (Diversity Studies - #BUS 212)		3
General Education Area D2		3	General Electives		3
(Summer: Max. 15 units, 12 units recommended)	Total	15		Total	15
			<b>Transfer or Graduate</b>		

Take Summer classes if needed to complete the program in a timely manner.

The state requires all students to have a Comprehensive Educational Plan. Make a counseling appointment as soon as enrollment is established on any term. Come by the Counseling Center or call. Online Counseling is available: <https://www.avc.edu/student-services/counseling>

Certificate/Major Required Courses:	Units	AS General Education: 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
ACCT 111, Bookkeeping or ACCT 201, Financial Accounting	3-4	<b>Area A Natural Sciences: (min. 3 units)</b>
BUS 105, Business Mathematics or MATH 140+, Precalculus	3-4	ANTH 101, 101L
BUS 113+, Business Communications	3	ASTR 101+, 101L+
BUS 201, Business Law	3	BIOL 100, 101+, 101L+, 102, 103, 104, 110+, 120+, 201+, 202+, 204+,
CA 103, Introduction to Computers & Digital Technology or	3-4	CHEM 101+, 102+, 110+
CA 221, Computer Concepts & Applications in Business or		ELTE 101
CIS 101, Introduction to Computer Information Science		ERSC 101+
RE 101, Real Estate Principles	3	GEOG 101+, 101L+, 102, 102L+
RE 105, Real Estate Practices	3	GEOL 101+, 101L+, 102+, 102L+
RE 111, Real Estate Finance	3	PHYS 101, 102+, 110+, 120+, 211+
RE 121, Legal Aspects of Real Estate	3	PSCI 101
RE 131, Real Estate Appraisal	3	<b>Area B Social &amp; Behavioral Sciences: (min. 3 units)</b>
Program Electives (See below)	6	AJ 201, 204, 206
<b>Units Required for the Certificate/Major:</b>	<b>36-</b>	ANTH 102, 103, 112, 140
<b>Program Electives (6 units)</b>		BUS 101
RE 141, Escrow Principles	3	CFE 102
RE 161, Property Management	3	COMM 217+
<i>other requirements for degree</i>		DFST 105
General Education	21-27	ECON 100, 101+, 102+, 110
Proficiency (See Proficiency Requirements)	*	GEOG 105, 106, 110
Electives	0-3	HIST 101, 102, 104, 105, 107, 108, 110, 111, 113, 114, 116+, 118, 119
<b>Minimum Units Required for AS Degree</b>	<b>60</b>	POLS 101, 103, 200, 201+, 202+, 203+
<b>Other Requirements:</b>		PSY 101, 201+, 212+, 230+, 232, 233+, 234+, 235+, 236+
• Minimum grade of "C" required on each course		SOC 101, 105, 110, 111, 112, 115, 116, 120
• Maximum of 12 pass/no-pass units accepted for the Degree and 6 units for a Certificate		<b>Area C Humanities: (min. 3 units)</b>
• Refer to catalog or online website for course listings and descriptions		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 103, 112, 114, 214+
		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 115
		ID 150, 201 (ID courses no longer offered 20-21)
		LATN 101, 102+, 201+
		MUS 101, 105, 111, 131, 132+, 151+, 153+, 185+, 231+, 232+, 251A+, 251B+,
		253A+, 253B+
		MUSC 102, 103, 107, 108
		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

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### Recommended Program Sequence

#### Area D Language & Rationality: (min. 3 units from (1) and 3 units from (2))

1. *Academic Composition:* Courses fulfilling the written composition requirement shall be designed to include both expository and argumentative writing.  
ENGL 101+
2. *Communication and Analytical Thinking*  
BUS 113+  
CA 103  
CIS 101, 111, 141, 157, 161  
COMM 101, 103, 107, 109, 112, 114, 115, 217+, 219+  
ENGL 102+, 103+  
GEOG 201, 205  
MATH 102+, 110+, 115+, 116+, 120+, 124+, 128+, 135+, 140+, 148+  
150+, 160+, 220+, 230+, 250+  
PHIL 101, 106, 110, 201+

#### Area E - Additional Breadth: (min. 3 units)

From areas A\*\*, B\*\*, C\*\*, D2, \*\* or

CFE 102	NF 100, 102, 103, 110, 150
COMM 103, 107, 219+	PSY 212
DFST 105	SOC 111, 116

HD 100, 101, 102, 103, 105  
HE 101, 120, 201  
ID 100, 120 (ID courses no longer offered 20-21)  
KINT 100  
LIB 107, 110  
MUSC 108

Any DA activity course(s) from DA102-205, 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.

**\*\* Courses must be taken from a discipline not previously selected.**

#### Area F Diversity Studies: (min. 3 units)

ANTH 102, 112	FTV 201, 203
BUS 212	HE 201+
CFE 116+	HIST 110, 111, 113
COMM 114, 217+, 219+	MUSC 107, 108
DFST 105, 106	POLS 202+
ECON 110	SOC 105, 110, 116
ENGL 250+, 253+, 256+, 257+, 259+	THA 239

#### Proficiency Requirements

Proficiency requirements exist for the areas of Writing and Math. Students must demonstrate competency in each of these areas in order to be eligible for the associate degree.

##### A. WRITING

Completion of ENGL 101 with a minimum grade of "C." NOTE: ENGL 101 may be taken with the Pass/No Pass option; however, students are cautioned that other colleges and universities may not accept ENGL 101 courses taken on a Pass/No Pass basis, especially for satisfaction of general education and major requirements. Students planning to transfer should check college catalogs for applicable policies.

##### B. MATHEMATICS

Completion of MATH 102 or higher or CIS 121 with a satisfactory grade or placement by AVC assessment into a math course higher than MATH 102.

**\*Fulfilling proficiencies** will not require any extra units if the competencies are demonstrated by including the required courses in the general education, or major requirements, or by satisfying the reading proficiency through AVC's policy.

**Electives:** The remaining number of units (up to a minimum of 60) are considered electives. Any course that has already been counted toward (1) the general education requirements, or (2) the major, cannot be used as an elective. Any course with a designation of "AVC" at the end of a course description can be used as an elective.

**Grade Point Average Requirement:** An overall grade point average of 2.0 ("C" average) is required.

**Double Counting:** While a course might 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.

**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>

**Requirements for Two or More Associate Degrees:** To be eligible for multiple associate degrees, a student must have completed all of the graduation requirements for each degree.

**Transfer:** Students planning to continue studies at a four-year college or university after AVC should visit the Transfer Resource Center or the Counseling Center and consult with a counselor as soon as possible to develop a plan of studies. Additional preparation for the major information on official transfer articulation agreements from AVC to many CSU/UC campuses can be found at the following Web site: [www.assist.org](http://www.assist.org)

The "Catalog Rights Policy" sets forth the criteria used for determining the degree requirements under which students may graduate. Please refer to the AVC Catalog for a detailed description or consult with a counselor.

**Advisory:** A condition of enrollment that a student is advised, but not required, to meet before or in conjunction with enrollment in a course or educational program.

**Prerequisite:** A condition of enrollment that a student is required to meet in order to demonstrate current readiness for enrollment in a course or educational program. Prerequisites are enforced and a student will be blocked from enrolling or involuntarily dropped after enrolling if the student does not meet the stated prerequisite. A student must complete a course prerequisite with a satisfactory grade of A, B, C or P (pass).

**Corequisite:** A condition of enrollment consisting of a course that a student is required to simultaneously take in order to enroll in another course. Corequisites are enforced and a student will be blocked from enrolling if the student does not meet the stated co-requisite.