

Points of Interest and Clarification: Real Estate

What are the degree and certificate options offered by your department?

Associate in Science Degree – Real Estate Management
 Certificate – Real Estate Management
 Certificate – Real Estate Sales Skills

For more information:

- FC Catalog: <https://www.fullcoll.edu/schedule/>
- FC CTE Real Estate Page: <https://cte.fullcoll.edu/programs/real-estate/>
- Real Estate Course Rotation: <https://buscis.fullcoll.edu/documents/2018-19%20class%20rotation%20UPDATED2.pdf>

Best class to explore the major: RE 101_F

What job/career opportunities do your degrees and certificates prepare students for? (Stories of student successes and struggles are always helpful)

Certificate/Degree	Job/Career Preparation	Entry Level Pay	Industry Recognized Certifications
Certificate – Real Estate Sales Skills	Sales Assistant, Real Estate Associate and Real Estate Agent*	\$20-\$75K/Annually	California Real Estate Salesperson License
Certificate – Real Estate Management	Real Estate Broker Real Estate Manager	\$150-280K/Annually	Real Estate Booker License
Associate in Science Degree – Real Estate Management			

*RE Assoc. vs. RE Agent - is the same job, and it does require a Sales or, Broker's license. The difference is typically within the company or, corporate structure that you are working for. Example, at Nordstrom and Saks, they call their sales staff, Associates verses, just Sales People. (Sales Assistant) however, can be someone NOT licensed, and might be training under a licensed agent or broker. The Sales Assistant may do marketing, data input, MLS input and, may even hold an open house. However, they cannot discuss certain details and, are NOT allowed to quote pricing. They may hand out drinks, snacks or brochures. Note: Not all Sales Assistants are unlicensed, some are licensed but, decide to work with an experienced Sales Person or Broker and, often will be called Assistants by the person they are being mentored by. If they are licensed assistants they can operate just like a RE Assoc. / RE Agent because, technically they are just that.

What permits or certifications are available to your students and what help do they provide?

California Real Estate Salesperson License

- Must qualify for and pass written exam. Examination Qualification Requirements found here: <http://www.dre.ca.gov/files/pdf/forms/re423.pdf>
- Must be 18 years of age
- Educational Requirements can be completed in one semester with 3 Fullerton College courses including RE 101_F, RE 201_F and one additional course from a list found here: <https://counseling.fullcoll.edu/wp-content/uploads/sites/4/2018/09/Course-Requirements-for-RE-Sales-and-Broker-Licensure.pdf>
- Entry level sales positions often involve cold calling and staffing open houses.
- You are an independent contractor if you work at a Resale office like Century 21, Keller Williams, Sotheby's.
- 1st year entry level pay: \$20-\$75K/Annually
- Employees of Orange County Homebuilders like Lennar, Irvine Company, Lyons, Shea Homes...selling new homes... earn salary + commission...1st year \$85,000. A senior agent can earn \$150,000- \$180,000.

Real Estate Broker's License

- Must qualify for and pass written exam. Examination Qualification Requirements found here: <http://www.dre.ca.gov/files/pdf/forms/re423.pdf>
- Successful completion of eight statutorily required college level courses: <https://counseling.fullcoll.edu/wp-content/uploads/sites/4/2018/09/Course-Requirements-for-RE-Sales-and-Broker-Licensure.pdf>
- A degree is not required but the Real Estate Management AS or Real Estate Management Cert are recommended. (With careful course selection, students can simultaneously work towards completing the Business Admin AD-T).
- A minimum of two years full-time licensed salesperson experience within the last five years or, the equivalent.
- Earning potential: \$150,000-280,000. Work can be seasonal. 30-50hrs or 50-60hrs. Brokers do not need to split their commission.

The Sales Skills certificate and CA Real Estate Salesperson License will get you experience. A real estate agent has to work under a broker for 2 years in order to **TAKE AND GET THE BROKER'S LICENSE.**

What are the occupational outlooks for these job/career opportunities in Orange County?

<https://cte.fullcoll.edu/programs/real-estate/#faculty001-e993>

How do you explain the benefits of a certificate or associates degree when the student is also planning to earn a Bachelor's degree?

Real Estate Licenses do not require degrees. However, in general degrees can provide more employment opportunities depending on the employer and their clientele.

Examples of careers that prefer a bachelors (Business: Finance or Real Estate) or higher (MBA):

- Asset Manager for a big developer (ie Irvine Company) are looking for a bachelors in Business or MBA. It helps if you can play golf and tennis and belong to a country club. A lot of the So Cal real estate market received their education from USC and earn \$180-\$250K annually.
- Land Acquisition
- Portfolio Manager – portfolios include real estate
- Real Estate Asset Manager (need a bachelors)
- Property Managers that work with Fortune 500 companies

What student populations are your degrees and certificates most appropriate for? For example, are certain certificates more suitable for students who already have a degree?

Appropriate for anyone, however, keep in mind that when you are working with a buyer or seller you are dealing with people who need to feel comfortable with your abilities and level of communication.

What partnerships do you have with the community and how can those partnerships assist students with networking and career placement?

Local Real Estate Firms that serve on the program's Advisory Committee

- Fullerton, Century 21

What websites do you direct students to for employment purposes?

CA Department of Real Estate <http://www.dre.ca.gov/>

Century 21 <https://www.century21.com/>

Sotheby's <https://www.sothebysrealty.com/eng/sales/ca-usa>

If you were an academic counselor, what additional advice would you provide a student interested in your programs?

Take the Real Estate 101 to see if it's for you. At some point you will want to buy a home and this will help with home ownership and renting.

Expect to put in a lot of hours. You are a hustler and working evenings and weekends and holidays. Careers with homebuilders can provide a lifestyle with better work-life balance because they can end the day at 6pm.

Updates on the program:

- There are no current Real Estate full-time faculty. In the interim please refer student to Stephanie Muchard and Marcus Wilson.
- The program is in the process of developing a Real Estate Internship Program (Fall 2019)
- The program plans to offer RE 101 and 201 online and on campus every semester and online during the summer. They will also be offering two of the elective Real Estate classes online each semester and summer and one elective Real Estate class on campus each semester.

Fall and Spring:

Re 101 & 201 plus one elective on campus

Re 101 & 201 plus two electives online

Summer:

Re 101 & 201 plus two electives online

- 200 level advanced Real Estate will be offered at night or online to accommodate working adults – will allow students to get all required courses for the real estate sales license online or on campus in one semester.
- All of brokerage courses can be taken entirely online in 1 – year.
- Hoping to hire a full-time Real Estate faculty person.

Best faculty to refer students to:

Marcus Wilson
Business Professor
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Stephanie Muchard
Real Estate Adjunct Professor
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