1. Completion of 60 semester units or 90 quarter units that are eligible for transfer to the California State University, including both of the following:
   a. The Intersegmental General Education Transfer Curriculum (IGETC) or the California State University General Education-Breadth Requirements.
   b. A minimum of 18 semester units or 27 quarter units in a major or area of emphasis, as determined by the community college district and meeting the requirements of an approved transfer model curriculum.
2. Obtainment of a minimum grade point average of 2.0.

Program Learning Outcomes: Upon successful completion of this program, students will be able to...

- Describe public health as part of a larger inter-related system of organizations that influence the health of populations at local, national, and global levels.
- Applies knowledge of various approaches to improving population-based health
- Applies ethical principles in using (e.g., accessing, analyzing, using, maintaining, and disseminating) public health data and information
- Analyze, disseminate and integrate health research and statistics into health promotion.
- Describe the leading causes of morbidity, mortality, and health disparities.

Required courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FAM &amp;CS 021</td>
<td>Nutrition</td>
<td>3</td>
</tr>
<tr>
<td>PSYCH 052</td>
<td>Psychological Aspects of Human Sexuality</td>
<td>3</td>
</tr>
<tr>
<td>SOC 001</td>
<td>Introduction to Sociology</td>
<td>3</td>
</tr>
</tbody>
</table>

Additional CSU GE or IGETC units .........................19-24

(37-39 units, minus 15-18 major units that may be double-counted as GE)

CSU-transferable elective units ..........................6-12
TOTAL ..................................................................60

REAL ESTATE
BUSINESS DIVISION

REAL ESTATE (AA)
MAJOR CODE: 0511.00

The Associate of Arts degree in Real Estate is primarily designed for career and technical education and workforce training/development.

The curriculum is not aligned with course requirements for transfer to a specific major at a four-year college or university. The Associate of Arts degree in Real Estate is designed for the serious student who seeks a rewarding career as a real estate professional. The degree offers a vigorous academic program exploring all facets of the real estate profession.

NOTE: Students should verify broker's license requirements with the California State Department of Real Estate.

Program Learning Outcomes:

- Students will be able to obtain and analyze the information necessary to conduct the sale, purchase, and management of real property pursuant to the California Department of Real Estate (DRE) regulations.
- Students will be able to communicate relevant disclosures and legal information to clients to complete the sale, purchase, and management of real property in accordance with DRE regulations and California real estate law.
- Students will be able to address a client's needs in the selling, purchasing, or management of real estate while implementing good, moral business ethics.
• Students will have the required academic coursework to qualify to sit for the California DRE’s real estate salesperson or broker’s exam.

Required courses ...................................................... 18

REAL ES 001 Real Estate Principles ..................... 3
REAL ES 003 Real Estate Practice ..................... 3
REAL ES 005 Legal Aspects of Real Estate I .......... 3
REAL ES 007 Real Estate Finance I .................. 3
REAL ES 009 Real Estate Appraisal I ................. 3
REAL ES 021 Real Estate Economics ................. 3
OR
ECON 001 Principles of Economics ................. 3

Elective units (chosen from the following) .................. 12

BUS 005 Business Law ................................. 3
MGMT 002 Organization & Management Theory .... 3
REAL ES 004 Real Estate Office Administration .... 3
REAL ES 011 Escrow Principles ......................... 3
REAL ES 014 Property Management ................... 3
REAL ES 018 Real Estate Investments I ............... 3

Additional LACCD GE plan units ......................... 18

(21 units, minus 3 major units that may be double-counted as GE)

Degree-applicable elective units .......................... 12
TOTAL .......................................................... 60

REAL ESTATE (CA)
MAJOR CODE: 0511.00

Gainful Employment
To find information about the careers for which this certificate prepares you, the costs associated with the program, median debt accumulated by students completing the program, and time to completion, please visit the Gainful Employment Disclosure website at: http://wlac.edu/Gainful-Employment/index.aspx.

Required courses ...................................................... 18

REAL ES 001 Real Estate Principles ..................... 3
REAL ES 003 Real Estate Practice ..................... 3
REAL ES 005 Legal Aspects of Real Estate I .......... 3
REAL ES 007 Real Estate Finance I .................. 3
REAL ES 009 Real Estate Appraisal I ................. 3
REAL ES 021 Real Estate Economics ................. 3
OR
ECON 001 Principles of Economics ................. 3

Elective units (chosen from the following) .................. 6

BUS 005 Business Law ................................. 3
CIS 101* Introduction to Computers
(formerly and Their Uses) ......................... 3
Co Sci 901 Real Estate Practice (USPAP) course.

REAL ESTATE APPRAISER I (CA)
MAJOR CODE: 0511.00

The Real Estate Appraiser I Certificate of Achievement is designed to provide students with the required competencies to enter careers in residential and commercial real estate appraisal. This certificate provides students with the legislatively-mandated education requirements for the California State BREA Trainee Appraiser (AT) license and the Residential (AL) License exam. West’s training courses are approved by the California State BREA for basic education, including the Uniform Standards of Professional Appraisal Practice (USPAP) course.

In addition to the 150 basic education hours that BREA requires, Trainee applicants are required to complete a Trainee/Supervisory Real Estate Appraiser Course for California that is offered at West Los Angeles College before they can obtain their license. Both the Trainee Appraiser and the Residential Appraiser applicants are also required to complete a mandatory Fed & State Laws and Regs for CA Appraisers course that is offered as a non-credit course at West Los Angeles College before they can obtain their license. There are additional experience requirements for the AL license.

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

• Meet the educational requirements to qualify for the California State BREA Trainee Appraiser (AT) license or the Residential Appraiser (AL) license exam.
• Demonstrate mastery of the skills necessary to become a California State Trainee Appraiser (AT).
DEGREE AND CERTIFICATE PROGRAM REQUIREMENTS

Consult a counselor to develop an educational plan. Visit the Transfer Center for additional information about transferring.

- Have the requisite knowledge to pass the California State BREA Residential Appraiser (AR) license exam.
- Exceed the state average on the California State BREA Residential Appraiser (AR) license exam.

Required courses ................................................. 10

REAL ES 009  Real Estate Appraisal I ..................3
REAL ES 010  Real Estate Appraisal II .................3
REAL ES 039  Uniform Standards of Appraisal ..........1
REAL ES 040  Report Writing & Case Studies ..........3

REAL ESTATE APPRAISER II (CA)
MAJOR CODE: 0511.00

The Real Estate Appraiser II Certificate of Achievement is designed to provide students with the required competencies to upgrade their careers in residential and commercial real estate appraisal. This certificate provides students with the legislatively-mandated education requirements for the California State BREA Certified Residential Appraiser (AR) license exam. This program is also designed to prepare students to pass the California State BREA Certified Residential Appraiser (AR) license exam.

Students are required to complete the Real Estate Appraiser I Certificate of Achievement (or the equivalent) before receiving the Real Estate Appraiser II Certificate of Achievement.

In addition to the 200 hours of basic education and the additional 36 college credit hours that this Certificate of Achievement provides, AR license applicants are required to complete a Fed & State Laws and Regs for CA Appraisers course that is offered as a non-credit course at West Los Angeles College before they can obtain their license. There are additional experience requirements for the AR license.

Program Learning Outcomes: Upon completion of this program, the student will be able to:
- Meet the educational requirements to qualify to sit for the California State BREA licensing exam for the Certified Residential Appraiser (AR) license.
- Have the requisite knowledge to pass the California State BREA Certified Residential Appraiser (AR) license exam.
- Exceed the state average on the California State BREA Certified Residential Appraiser (AR) license exam.

- Demonstrate mastery of the skills necessary to become a California State Certified Residential Appraiser (AR).
- Enhance professional or career skills, i.e. improve job performance, obtain an appraiser license or qualify for either a hierarchical or lateral career move.

Required courses .................................................. 40-41

REAL ES 007  Real Estate Finance I ..................3
REAL ES 009  Real Estate Appraisal I .................3
REAL ES 010  Real Estate Appraisal II .................3
REAL ES 039  Uniform Standards of Appraisal ..........1
REAL ES 040  Report Writing & Case Studies ..........3
ENG 101  College Reading and Composition I .........3
ECON 001  Principles of Economics I .................3
ECON 002  Principles of Economics II .................3
FINANCE 001  Principles of Finance...................3
MATH 125  Intermediate Algebra .....................5
MATH 227  Statistics ......................................4
CIS 101  Introductions to Computers and Their Uses..........................3
CIS 104  Microcomputer Application Software .......4
BUS 005  Business Law I .. .........................3

Choose 6 elective units from the following .............. 6

ACCTG 001  Introductory Accounting I ...............5
ACCTG 002  Introductory Accounting II ..............5
ACCTG 015  Tax Accounting I ........................3
ACCTG 025  Automated Accounting ...................3
MGMT 001  Principles of Management .................3
MGMT 006  Public Relations in Business .............3
MGMT 013  Small Business Entrepreneurship .......3
REAL ES 001  Real Estate Principles .................3
REAL ES 003  Real Estate Practice ...................3
REAL ES 005  Legal Aspects of Real Estate I .........3
REAL ES 011  Escrow Principles ......................3
REAL ES 014  Property Management .................3
REAL ES 021  Real Estate Economics .................3

TOTAL .......................................................... 46-47
REAL ESTATE BROKER (CA)

MAJOR CODE: 0511.00

The Real Estate Broker Certificate of Achievement is designed to provide students with the required competencies for a career in residential and commercial real estate. This certificate meets the legislatively-mandated education requirements for the DRE Real Estate Broker license exam; it also prepares students to pass the exam.

To earn a Real Estate Broker Certificate of Achievement the student must complete all REQUIRED COURSES with a grade of “C” or better.

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

- Meet the educational requirements to qualify for the DRE Real Estate Broker license exam.
- Have the requisite knowledge to pass and exceed the state average on DRE Real Estate Broker license exam.
- Demonstrate mastery of the fiduciary responsibilities necessary to become a California Real Estate Broker.
- Demonstrate knowledge of laws and principles of California real estate brokerage.
- Know the day-to-day operations of a real estate brokerage office including managing sales agents, writing and reviewing real estate contracts, performing property evaluations, prospecting, selling, financing, and other brokerage operations.

Required courses.................................................................15-17

REAL ES 003 Real Estate Practice ................................3
REAL ES 005 Legal Aspects of Real Estate I .................3
REAL ES 007 Real Estate Finance I .........................3
REAL ES 009 Real Estate Appraisal I .........................3
REAL ES 021 Real Estate Economics .................3
OR
ACCTG 001 Introductory Accounting I .................5

Choose 9 elective units from the following ..................9

BUS 005 Business Law .................................................3
REAL ES 001 Real Estate Principles ................................3
REAL ES 004 Real Estate Office Administration .........3
REAL ES 010 Real Estate Appraisal II .......................3
REAL ES 011 Escrow Principles ....................................3
REAL ES 014 Property Management ............................3

TOTAL ...............................................................................24-26

REAL ESTATE SALESPERSON (CA)

MAJOR CODE: 0511.00

The Real Estate Salesperson Certificate of Achievement is designed to provide students with the required competencies for a career in residential and commercial real estate. This certificate meets the legislatively-mandated education requirements for the DRE Real Estate Salesperson license exam; it also prepares students to pass the exam. To earn a Real Estate Salesperson Certificate of Achievement the student must complete all REQUIRED COURSES with a grade of “C” or better.

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

- Meet the educational requirements to qualify for the DRE Real Estate Salesperson license exam.
- Have the requisite knowledge to pass and exceed the state average on DRE Real Estate Salesperson license exam.
- Demonstrate mastery of the skills necessary to become a California Real Estate Salesperson.
- Learn the day-to-day operations of a real estate office including listings, valuations, prospecting, selling, financing, and real estate operations.
- Know the legal requirements necessary to assist homebuyers with buying and selling real estate properties.

Required courses.................................................................6

REAL ES 001 Real Estate Principles ..........................3
REAL ES 003 Real Estate Practices .............................3

Choose 3 units from the following .........................3

REAL ES 009 Real Estate Appraisal I .......................3
REAL ES 014 Property Management ........................3
REAL ES 007 Real Estate Finance I ............................3
REAL ES 021 Real Estate Economics ..........................3
REAL ES 005 Legal Aspects of Real Estate I ..............3
REAL ES 004 Real Estate Office Administration .........3
ACCTG 001 General Accounting ...............................3
BUS 005 Business Law ................................................3
REAL ES 011 Escrow Principles .................................3

TOTAL ...............................................................................9