

COLLEGE OF  
MARIN

# Real Estate



The Real Estate Program is designed to serve the individual planning to enter the real estate profession, the person who wishes to improve skills and qualify for the real estate sales and broker’s license, and active professionals working on license renewal. Upon completing the Real Estate Program, students are eligible for positions in real estate sales offices, banks, savings and loan corporations, title companies, escrow companies, organizations, and as independent real estate brokers

## Job Opportunities

WHAT JOBS ARE AVAILABLE IN THIS FIELD?	HOW MUCH DO THEY EARN?	HOW MANY PEOPLE CURRENTLY WORK IN THIS POSITION IN THE AREA?	HOW MANY NEW JOBS WILL OPEN BY 2022 IN THE AREA?	GROWTH INDICATOR
Property Managers*	\$79,955 yearly	3,896	209	▲ Strong
Property Managers Plan, direct, or coordinate the selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Includes managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way).				
Real Estate Agents*	\$56,846 yearly	3,650	-116	Stable
Real Estate Agents Rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.				
Appraisers and Assessors*	\$58,864 yearly	592	16	▲ Positive
Appraisers and Assessors of Real Estate appraise real property and estimate its fair value. May assess taxes in accordance with prescribed schedules.				

To explore these professions in more detail or find out about other growing professions, visit [onetonline.org](http://onetonline.org). The College of Marin Career and Technical Education department can be contacted at (415) 457-8811 x8200 for more information about this and other Workforce and Career Technical Education programs.

\*Labor data and potential median income sourced from Economic Modeling Specialists International ([www.economicmodeling.com](http://www.economicmodeling.com)) and includes the North Bay Region and San Francisco County. For more information about graduation rates, median debt of students who have completed the program, and other important information, visit our website at [www1.marin.edu/gainful-employment](http://www1.marin.edu/gainful-employment)

## Program

CERTIFICATE PROGRAM LENGTH	ESTIMATED TUITION AND FEES*	ESTIMATED BOOKS AND SUPPLIES*
Certificate of Achievement 2 Semesters, 18 Units	\$936	\$800
Core Coursework for Associate Degree 3 Semesters, 28 Units <sup>1</sup>	\$1,450	\$1,000

\* These expenses may not reflect your actual cost to attend College of Marin. For information about opportunities for financial aid, please contact Enrollment Services at (415) 457-8811 Ext. 8822 or via email [admissions@marin.edu](mailto:admissions@marin.edu)

# Projected Full-time course rotation For Certificate of Achievement<sup>1</sup>

CLASS TITLE	COMPLETED	COURSE #	COURSE UNITS	SEMESTER OFFERED	DAYS OFFERED	TIME OF CLASS	REQUIRED FOR CERTIFICATE OR ASSOCIATE DEGREE <sup>1</sup>
<b>SEMESTER 1</b>			(9)				
Real Estate Practice	<input type="checkbox"/>	RE 116	3	Fall, Spring	T, R	Evening	Both
Real Estate Principles	<input type="checkbox"/>	RE 115	3	Fall, Spring	M, W	Evening	Both
Real Estate Appraisal I	<input type="checkbox"/>	RE 212	3	Fall	W, R	Evening	Both
<b>SEMESTER 2</b>			(9)				
Legal Aspects of Real Estate	<input type="checkbox"/>	RE 117	3	Spring	M, T, R	Morning	Both
Real Estate Finance	<input type="checkbox"/>	RE 210	3	Spring	T, R	Evening	Both
Real Estate Economics	<input type="checkbox"/>	RE 215	3	Spring	M, W	Evening	Both
<b>SEMESTER 3 (REQUIRED MAJOR COURSEWORK FOR ASSOCIATE DEGREE<sup>1</sup> ONLY)</b>			(10)				
Introduction to Business	<input type="checkbox"/>	BUS 101	3	Fall, Spring	M-R	Morning, Afternoon, Evening	Associate Only
Business Law	<input type="checkbox"/>	BUS 107	3	Fall, Spring	M-R	Morning, Evening	Associate Only
Financial Accounting	<input type="checkbox"/>	BUS 112	4	Fall, Spring	M-R, S	Morning, Afternoon, Evening	Associate Only
<b>TOTAL</b>			<b>18 OR 28</b>				

<sup>1</sup>Associates Degree requires completion of additional general education coursework. Please refer to the course catalog or consult your counselor for requirements.

## Additional Electives in Real Estate

CLASS TITLE	COMPLETED	COURSE #	COURSE UNITS	SEMESTER OFFERED	DAYS OFFERED	TIME OF CLASS	REQUIRED FOR CERTIFICATE OR ASSOCIATE DEGREE <sup>1</sup>
<b>SEMESTER 1</b>			(6)				
Advanced Real Estate Appraisal	<input type="checkbox"/>	RE 217	3	Fall	T, R	Evening	
Property Management	<input type="checkbox"/>	RE 218	3	Fall	T, R	Evening	
<b>SEMESTER 2</b>			(3)				
Escrows	<input type="checkbox"/>	RE 219	3	Spring	T, R	Evening	
<b>TOTAL</b>			<b>9</b>				

For assistance with creating your educational plan and choosing the program that is right for you, stop in and see your counselor. To schedule an appointment, call the counseling office at (415) 485-9432.