

Those employed in the real estate field have a thorough knowledge of the real estate market in their communities including housing prices, local zoning and tax laws, interest rates, and places to obtain financing.

What type of career can I have with this major?

Since this major is so comprehensive, you will have a variety of excellent employment opportunities.

- Asset Property Manager
- Commercial Appraiser
- Buyer's Agent
- Commercial Sales Agent
- Corporate Real Estate Manager
- Investment Analyst
- Leasing Manager
- Loan Officer
- Market Research Analyst
- Mortgage Loan Officer
- Property Insurance Agent
- Property Manager
- Real Estate Agent
- Real Estate Appraiser
- Real Estate Assessor
- Real Estate Broker

Where can I work?

This profession provides you with a choice of various work environments including government agencies, non-profit organizations, for-profit agencies, public and private companies, and firms.

- Appraisal Firms
- Assessors' Offices
- Brokerage Firms
- Corporate Real Estate Offices
- Credit Unions
- Financial Institutions
- Government Offices
- Insurance Companies
- Mortgage Lending Offices
- Pension Funds
- Property Management Companies
- Real Estate Companies
- Real Estate Development Firms
- Title Insurance Companies

What type of professional organizations and resources are available in this industry?

There are many professional organizations that offer resources, articles, job opportunities, training and conference information. We suggest you visit each organization's website to gather more information and contacts in your field.

- American Institute for Chartered Property and Casualty Underwriters/Insurance Institute of America
- American Land Title Association
- American Society of Appraisers
- Appraisal Foundation
- Association of Real Estate License Law Officials
- California Association of Realtors
- Institute of Real Estate Management
- International Association of Assessing Officers
- Mortgage Bankers Association of America
- National Association of Realtors
- Society of Industrial and Office Realtors
- The Real Estate Library

What type of Real Estate programs does San Diego Mesa College offer?

The Real Estate program at San Diego Mesa College offers a variety of courses which provide students with the technical and practical knowledge needed to succeed in the Real Estate industry. This includes courses that meet the State's educational requirements for the broker's examination and electives for the salesperson's license (see college catalog for more information).

- Associate in Science: Real Estate

See college catalog for program descriptions, course titles, and areas of emphasis.

Associates Degrees/Certificates**Getting Started**

- Step 1: **Application** - Start by completing the online application for admission
 Step 2: **Orientation** - Complete the online New Student Orientation (Flash player required)
 Step 3: **Assessment** - Visit the Assessment office to learn about English and math testing
 Step 4: **Advisement** - Complete the online First Semester Planning Workshop
 Step 5: **Registration** - Register for classes

While You're Taking Classes

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|--|----------------------|------------------------------|
| Update your resume and craft a cover letter | Attend job fairs | Conduct industry research |
| Look into volunteer/internship opportunities | Perform job searches | Think about transfer options |
- See the Transfer or Career Center for assistance*

Transfer Options**Getting Started**

- Join a professional real estate association as a student member
- Map out where you want to transfer for your real estate Bachelor's degree

Education Planning**Fall semester 1st year (1-15 units):**

- 1) Attend transfer workshops
- 2) Review articulation agreements
- 3) Map general education (GE) requirements
- 4) Identify 4-year institutions to apply
- 5) Attend a Transfer Fair
- 6) Meet with a counselor

Spring semester 1st year (16-30 units):

- 1) Continue to attend transfer workshops
- 2) Check-in with a counselor to make sure your educational plan is on track
- 3) Seeking tutoring assistance in the academic skills center to keep your grades competitive

Fall semester 2nd year (31-45 units):

- 1) Submit admissions applications to 4-year institutions: Fall for CSU/UC; Early spring for private and out-of-state institutions
- 2) Identify deadlines and due dates for admissions transcripts and other documents

Spring semester 2nd year (46-60 units):

- 1) Identify deadlines and due dates for admissions transcripts and other documents
- 2) Submit your FAFSA between January 1st-March 1st.
- 3) Turn in your deposit and registration forms to the institution you decide to attend.
- 4) Attend the transfer orientation event(s) at your new campus
- 5) Complete academic coursework and transfer!

While You're Taking Classes

- Update your resume
- Prepare a cover letter
- Complete an internship in real estate
- Build your network
- Maintain a strong GPA
- Hold a leadership position in a real estate club/society
- Find a mentor
- Visit your Career Center as much as possible!

Real Estate Agent Licensing