

All 19 LARC colleges were included in consultation.

Monday, April 29, 2024 at 16:57:58 Pacific Daylight Time

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**Subject:** SMC Real Estate Cert- Collegial Consultation with LA 19  
**Date:** Monday, April 29, 2024 at 4:52:37 PM Pacific Daylight Time  
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**CC:** RAMOS\_PATRICIA, NASSER\_DANA, KHALIL\_NATHAN, MACIAS\_JONATHAN  
**Attachments:** 0511.00\_Real Estate\_Santa Monica\_Nov23.pdf, Real-Estate Certificate of Achievement proposal 2024.pdf

Hello LARC Voting Members and Faculty,

This purpose of this email is to serve as collegial consultation as Santa Monica College is submitting for a new program in Real Estate and the application that will be a Program Recommendation on the May meeting agenda.

We were deliberate in our process in consideration and development of a Real Estate Program as other colleges in the region have well developed and established programs. First, the LMI report (attached) met all program endorsement criteria, most importantly supply gap and living wage. It also showed a projection of a 6% increase in jobs between 2022-2027. Additionally, for many years the Business Department faculty have considered developing Real Estate Program in response to a variety of factors including frequent requests form students for classes in the area.

Curriculum Overview

The purpose of this certificate is fulfilling the requirements for students to be able to sit for the California Real Estate Salespersons Examination and a prerequisite is that students complete 3 classes, which are part of the certificate. We attached the certificate overview.

Real Estate Certificate Courses

Required

- Real Estate Principles
- Real Estate Practice

Choose One Elective

- Real Estate Finance
- Business Late

Feel free to reach out to us and/or the faculty if you have any questions or concerns. Our new Real Estate Certificate will be housed in the Business Department and the Department Chair is Dana Nasser ([Nasser\\_Dana@smc.edu](mailto:Nasser_Dana@smc.edu)).

In partnership,

Steven Sedky

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