



Senior Real Estate Officer (Specialist)

Exam Code: 6PB24

Department: State of California

Exam Type: Departmental

Final Filing Date: Continuous

CLASSIFICATION DETAILS

Senior Real Estate Officer Specialist—\$6,527.00 - \$8,110.00 per month

View [the Senior Real Estate Officer \(Specialist\) classification specification](#)

APPLICATION INSTRUCTIONS

Final Filing Date: Continuous

Who Should Apply:

Applicants who meet the minimum qualifications as stated on this bulletin may apply for and take this examination.

Once you have taken this examination, you may not retake it for **nine (9)** months.

How To Apply:

The link to connect to the Training and Experience Evaluation is located farther down on this bulletin in the “Taking the Exam” section.

Special Testing Arrangements:

If you require assistance or alternative testing arrangements due to a disability, please contact the testing department listed in the Contact Information section of this bulletin.

MINIMUM QUALIFICATIONS

All applicants must meet the education and/or experience requirements as stated on this exam bulletin to be accepted into the examination. Part-time or full-time jobs,

regardless of whether paid or volunteer positions, and inside or outside California state service will count toward experience.

Senior Real Estate Officer Specialist

Either I

One year of experience in the California state service performing the duties of a Staff Real Estate Officer (persons with six months of Staff Real Estate Officer qualifying experience may compete in the examination; however, the required experience must be completed before they can be considered eligible for appointment).

Or II

Two years of experience performing the duties of a class comparable in level of responsibility to an Associate Real Estate Officer (persons with 18 months of Associate level qualifying experience may compete in the examination; however, the required experience must be completed before they can be considered eligible for appointment).

Or III

Experience: Five years of technical experience in one or a combination of the following: (1) appraisal or acquisition work involving market value as applied to transfer and sale of real property; (2) commercial leasing; (3) leased facilities program development; (4) asset enhancement of commercial rental properties; (5) portfolio management; (6) facility planning; or (7) asset enhancement of real property [experience in real estate sales or transfers will not be considered equivalent to the appraisal or acquisition work referred to in (1) above]. (Experience in the California state service applied toward this requirement must include at least one year performing the duties of a class comparable in level of responsibility to a Staff Real Estate Officer, or at least two years performing the duties of a class comparable in level of responsibility to an Associate Real Estate Officer.) **and**

Education: Equivalent to graduation from college with major work in Business Administration, Real Estate, Marketing, Urban Development, Economics, or a related field. (Additional qualifying experience may be substituted for the required education on a year-for-year basis.)

POSITION DESCRIPTION

Senior Real Estate Officer Specialist

Under general direction, incumbents in this class are at the super-journey level and perform as nonsupervisory experts and consistently work on the most difficult, complex, and/or sensitive projects with extensive public contact in a combination of the following tasks: independently reviewing real estate appraisals and transactions of other State agencies; providing real estate acquisition and sales expertise in managing projects; property due diligence; developing negotiation strategies without the authority to commit funds; independently negotiating complex leases without the authority to commit funds and providing expert analysis of financial mechanisms, portfolio management, customer interface, and market/economic indicators impacting leasing activities; performing

analyses, growth, and economic forecasts; providing expertise and participating in all phases of asset management and development; performing strategic planning used to develop regional and facilities plans; and making recommendations on new space requests from client agencies in order to optimize the use of State resources and contract management. Approximately 25% to 50% of the incumbents' time may be spent leading a small matrix team of approximately two to four lower-level Real Estate Officers and other classifications on major projects for large departments with multiple facilities.

EXAMINATION SCOPE

This examination consists of the following components:

Training and Experience Evaluation – Weighted 100% of the final score.

The examination consists solely of a **Training and Experience Evaluation**. To obtain a position on the eligible list, a minimum score of 70% must be received. Applicants will receive their score upon completion of the Training and Experience Evaluation process.

In addition to evaluating applicants' relative knowledge, skills, and ability, as demonstrated by quality and breadth of education and/or experience, emphasis in each exam component will be measuring competitively, relative job demands, each applicant's:

Knowledge and Abilities

All Levels:

Knowledge of: Factors involved in appraising property; principles, methods, and techniques used in the acquisition or disposition of real property and in negotiating commercial leases; legal procedures and documents involved in real property transactions; real property law concerned with acquisition, eminent domain, leasing, and sale of real property; rural and urban property values and the effect of economic trends upon value, price, and construction cost of improvements; portfolio management; due diligence; negotiation for and asset enhancement of leased commercial space; facility planning; asset enhancement of real property; and common methods of legally describing real property.

Ability to: Understand and apply the laws, policies, rules, and regulations relating to the appraisal, acquisition, and leasing of real property for public use purposes; negotiate effectively; appraise real property accurately; read and interpret maps, plans, and data relating to property locations; write clear and concise reports; analyze situations and data accurately and adopt an effective course of action; establish and maintain cooperative relations with those contacted in the course of the work; and communicate effectively.

Ability to: All of the above; and the ability to effectively lead and direct the work of other Real Estate Officers.

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Knowledge of: All of the above, and principles, practices, and trends of public and business administration, including management analysis, planning, and program evaluation; formal and informal aspects of the legislative process, budget process, and the administration and Department's goals and policies; principles and practices of real estate asset management such as real estate acquisition, development, leasing, sales, planning (long-range and tactical), including the concept of real estate evaluation and building operational costs, cost/benefit analysis and economics; factors and considerations in appraising real property and real property rights; development and asset enhancement of real property EDP systems; legal descriptions, procedures, and documents involved in real property transactions; principles, methods, and techniques used in the acquisition, disposition, or leasing of real property; financial analysis principles and concepts as it relates to real estate asset management such as real estate acquisition, development, leasing, sales, and planning; rural and urban property values and their effect on economic trends upon value, price, and construction cost of improvements; computer software (i.e., databases, spreadsheets, project management software, Outlook, etc.); negotiation techniques and strategies; project management concepts and principles; and leadership skills, techniques, and methods.

Ability to: All of the above, and interpret and apply laws, rules, regulations, and policies as related to real estate asset management such as real estate acquisition, appraisal, development, leasing, sales, and planning; analyze situations accurately, make recommendations, and/or take effective action as it relates to real estate asset management such as real estate acquisition, appraisal, development, leasing, sales, and planning; establish and maintain cooperative relations with departmental employees, personnel from other State agencies, staff from Federal and/or local agencies, stakeholders, vendors, consultants, and/or the public regarding technical and program matters; effectively negotiate and apply methods, techniques, and strategies used in the negotiation of leases, acquisition, disposition, and management of real property; interpret complex data used to legally describe real property; perform accurate financial analysis and evaluation as it applies to real estate appraisal, management, acquisition, development, leasing, and sales; prepare technical reports, documents, memoranda, and materials relating to a variety of real property transactions; take action and/or make commitments in a variety of situations; coordinate several competing projects or activities; operate computer software (i.e., databases, spreadsheets, project management software, Outlook, etc.); represent the department and the division and make effective public presentations to large audiences; perform and understand mathematical functions and processes sufficient to analyze real estate value, finance and economic trends, and specific real estate deal points for acquisition, sale, or leasing of real property; and work effectively in a matrix team environment.

ELIGIBLE LIST INFORMATION

An open eligible list for the **Senior Real Estate Officer Specialist** classification will be established for the **Department of General Services**.

The names of **successful** competitors will be merged onto the eligible list in order of final score regardless of exam date. Eligibility expires **twelve (12) months** after it is established. Applicants must then retake the examination to reestablish eligibility.

Veterans' Preference will be granted for this examination. In accordance with Government Codes 18973.1 and 18973.5, whenever any veteran, or widow or widower of a veteran achieves a passing score on an open examination, he or she shall be ranked in the top rank of the resulting eligible list.

Veterans status is verified by the California Department of Human Resources (CalHR). Information on this program and [the Veterans' Preference Application](#) (Std. form 1093) is available online. Additional information on veteran benefits is available at the Department of Veterans Affairs.

Career Credits **will not** be added to the final score of competitors who are successful in this examination.

EXAMINATION INFORMATION

[Preview of the Senior Real Estate Officer Specialist Training and Experience Evaluation](#)

PREPARING FOR THE EXAMINATION

Here is a list of suggested resources to have available prior to taking the exam.

Employment History: Employment dates, job titles, organization names and addresses, names of supervisors or persons who can verify your job responsibilities, and phone numbers of persons listed above.

Education: School names and addresses, degrees earned, dates attended, courses taken (verifiable on a transcript), persons or office who can verify education, and phone numbers of persons or offices listed above.

Training: Class titles, certifications received, names of persons who can verify your training, and phone numbers of persons listed above.

TAKING THE EXAMINATION

Take [the Senior Real Estate Officer Specialist examination](#)

TESTING DEPARTMENTS

State of California (all State of California departments)

CONTACT INFORMATION

If you have any **technical** questions concerning this examination bulletin, please contact:

CalCareer Service Center
1810 16th Street
Sacramento, CA 95814
Phone: (866) 844-8671
Email: CalCareer@CalHR.CA.GOV

California Relay Service: 7-1-1 (TTY and voice)

TTY is a Telecommunications Device for the Deaf, and is reachable only from phones equipped with a TTY Device.

If you have any administrative questions concerning this examination bulletin, including provision of reasonable accommodation for this testing process, please contact:

California Department of General Services
Office of Human Resources
Mailing address: P.O. BOX 989052
West Sacramento, CA 95798-9052

Street Address: 707 Third Street, 7th Floor
West Sacramento, CA 95605

Phone: 916-376-5400

California Relay Service: (7-1-1)
Telecommunications Device for the Deaf (TTY) (916) 654-6336

TTY is a Telecommunications Device for the Deaf, and is reachable only from phones equipped with a TTY Device.

EQUAL OPPORTUNITY EMPLOYER

The State of California is an equal opportunity employer to all, regardless of age, ancestry, color, disability (mental and physical), exercising the right of family care and medical leave, gender, gender expression, gender identity, genetic information, marital status, medical condition, military or veteran status, national origin, political affiliation, race, religious creed, sex (includes pregnancy, childbirth, breastfeeding, and related medical conditions), and sexual orientation.

DRUG-FREE STATEMENT

It is an objective of the State of California to achieve a drug-free State work place. Any applicant for State employment will be expected to behave in accordance with this

objective, because the use of illegal drugs is inconsistent with the law of the State, the rules governing civil service, and the special trust placed in public servants.

GENERAL INFORMATION

Examination and/or Employment Application (STD 678) forms are available at the California Department of Human Resources, local offices of the Employment Development Department, and through your [CalCareer Account](#).

If you meet the requirements stated on this examination bulletin, you may take this examination, which is competitive. Possession of the entrance requirements does not assure a place on the eligible list. Your performance in the examination described in this bulletin will be rated against a predetermined job-related rating, and all applicants who pass will be ranked according to their score.

The Department of General Services reserves the right to revise the examination plan to better meet the needs of the service, if the circumstances under which this examination was planned change. Such revision will be in accordance with civil service laws and rules and all applicants will be notified.

General Qualifications: Applicants must possess essential personal qualifications including integrity, initiative, dependability, good judgement, the ability to work cooperatively with others, and a state of health consistent with the ability to perform the assigned duties of the class. A medical examination may be required. In open examinations, investigation may be made of employment records and personal history and fingerprinting may be required.

Eligible Lists: Eligible lists established by competitive examination, regardless of date, must be used in the following order: 1) sub-divisional promotional, 2) departmental promotional, 3) multi-departmental promotional, 4) servicewide promotional, 5) departmental open, 6) open. When there are two lists of the same kind, the older must be used first. Eligible lists will expire in one to four years unless otherwise stated on the bulletin.

High School Equivalence: Equivalence to completion of the 12th grade may be demonstrated in any one of the following ways: 1) passing the General Education Development (GED) Test; 2) completion of 12 semester units of college-level work; 3) certification from the State Department of Education, a local school board, or high school authorities that the competitor is considered to have education equivalent to graduation from high school; or 4) for clerical and accounting classes, substitution of business college work in place of high school on a year-for-year basis.