

# REAL ESTATE MANAGEMENT CERTIFICATE

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**PROGRAM CODE:** 2C21260A

The **Real Estate Management Certificate** the student will meet the educational requirements to apply for a Real Estate Salesperson License and the Real Estate Brokers' License with the California Department of Real Estate. A minimum grade of C is required in each course taken. This certificate requires 18-19.5 units.

Code	Title	Units
<b>Complete 15-15.5 units from the following:</b>		<b>15-15.5</b>
RE 101 F	Principles of Real Estate	3
RE 102 F	Legal Aspects of Real Estate	3
RE 103 F	Escrow	3
RE 201 F	Real Estate Practice	3
RE 202 F	Real Estate Finance	3
RE 205 F	Property Management	3
RE 206 F	Real Estate Economics	3
RE 208 F	Basic Appraisal Principles and Procedures	3.5
RE 252 F	Advanced Real Estate Finance	3
<b>One course from the following for a total of 3-4 units:</b>		<b>3-5</b>
BUS 112 F	Public Speaking for Business	4
CIS 100 F	Introduction to Personal Computers	4
CIS 111 F	Introduction to Information Systems	4
or CIS 111HF	Honors Introduction to Information Systems	
CIS 150 F	Introduction to the Internet	3
MKT 151 F	Digital Marketing (formerly New Media)	3
MKT 208 F	Principles of Selling	3
MKT 103 F	Principles of Advertising	3
BUS 295 F	Business Internship (formerly BUS 061 F)	2-4
<b>Total Units</b>		<b>18-20.5</b>

**Outcome 1:** Demonstrate proficiency of the basic principles of California real estate.

**Outcome 2:** Use a working vocabulary of business terminology.

**Outcome 3:** Analyze a routine business request and respond with an effective correspondence that illustrates good business writing skills.

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