

# REAL ESTATE SALES SKILLS CERTIFICATE

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**PROGRAM CODE:** 2C40640

The Real Estate Sales Skills Certificate can help you on your journey to becoming a real estate professional. This certificate meets the minimum requirements for students to apply for a Real Estate Salesperson License with the California Department of Real Estate. This certificate is designed to prepare students to work in various real estate fields such as property management, real estate sales and leasing, or property development. A minimum grade of C is required in each course taken. This certificate requires 9-9.5 units.

Code	Title	Units
<b>Required Courses: (6 units)</b>		
RE 101 F	Principles of Real Estate	3
RE 201 F	Real Estate Practice	3
<b>Restricted Electives: (3 to 3.5 units)</b>		<b>3-3.5</b>
RE 102 F	Legal Aspects of Real Estate	3
RE 103 F	Escrow	3
RE 202 F	Real Estate Finance	3
RE 205 F	Property Management	3
RE 206 F	Real Estate Economics	3
RE 207 F	Mortgage Loan Brokering in California	3
RE 208 F	Basic Appraisal Principles and Procedures	3.5
RE 252 F	Advanced Real Estate Finance	3
BUS 240 F	Legal Environment of Business	3
or BUS 240HF	Honors Legal Environment of Business	
or BUS 245 F	Business Law I (formerly BUS 241AF)	
ACCT 100 F	Small Business Accounting	3
<b>Total Units</b>		<b>9-9.5</b>

Program Level Student Learning Outcomes

**OUTCOME 1:** Demonstrate and apply knowledge of principles, procedures, and practices of real estate sales according to the Department of Real Estate standards, and working knowledge of the regulatory compliance to protect buyers, sellers, and real estate agents involved in real estate transactions.

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