

REAL ESTATE CERTIFICATE OF ACHIEVEMENT

The Real Estate Certificate of Achievement program prepares a student for a career in real estate sales, land development, real estate marketing, finance, mortgage lending, appraisal, escrow, and property management. The course requirements satisfy the educational requirements for both real estate broker's license and salesperson's continuing education requirements as prescribed by the California Department of Real Estate.

Required Courses

Course Number	Course Name	Units
BUS 151	Introduction to Marketing	3
BUS 230	Introduction to Business	3
RLS 160	Real Estate Principles	3
RLS 161	Real Estate Practices	3
RLS 162	Real Estate Appraisal	3
RLS 163	Real Estate Finance	3
RLS 164	Legal Aspects of Real Estate	3

Plus 3 additional units selected from the following

Course Number	Course Name	Units
BUS 50	Mathematical Applications in Business	3
BUS 111	Federal Tax Accounting	3
BUS 136	Introduction to Management	3
BUS 212	The Legal Environment of Business	3
RLS 65	Fundamentals of Home Inspections	1
RLS 73	Real Estate Financial Calculations	0.5
RLS 74	Real Estate Licensing Preparation	1
RLS 167	Real Estate Economics	3
RLS 170	Property Management	3
RLS 172	Real Estate Investments	3

Total units required for Certificate

24

Program Level Student Learning Outcomes:

1. Use in-depth knowledge of California Real Estate principles and laws to successfully complete licensure requirements for licensee and broker.
2. Identify and apply California real estate laws to a variety of real property transactions, including sales, inspections, mortgage loan originations, and mortgage processing.
3. Demonstrate the ability to communicate effectively and ethically with the principals involved in a real property transaction.
4. Describe the necessary skills required for marketing and negotiating real estate transaction.
5. Satisfy Department of Real Estate and office of Real Estate Appraisers educational requirements for state licensing.

Career Opportunities in REAL ESTATE

Obtaining the Real Estate Certificate of Achievement Program can lead to a variety of opportunities. These include careers in residential and commercial real estate sales, real estate appraisal, land development, and residential and commercial real property management. It can also include working in the fields of escrow and title insurance, as a mortgage loan officer, or other positions in real estate finance.