

## REAL ESTATE CERTIFICATE OF ACHIEVEMENT

This certificate prepares students for a career in real estate sales/analysis, 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:

		<b>Units</b>
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:

		<b>Units</b>
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 169	Fundamentals of Geology for Real Estate	1
RLS 170	Property Management	3
RLS 172	Real Estate Investments	3

### Total units required for Certificate

**24**

### *Program Level Student Learning Outcomes:*

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