

REAL ESTATE PROPERTY SALESPERSON, CERTIFICATE OF SPECIALIZATION

Banner Code: 3_CE_REPS

Not Financial Aid Eligible

The certificate in Real Estate Property Salesperson is an overall comprehensive program that will provide the student with basic skills needed to qualify for the State of California real estate salesperson license requirements. The program courses are designed to enable the student to reach his/her professional goals as a licensed real estate salesperson.

Program Level Student Learning Outcomes

Upon completion of this program, students will be able to:

1. Be prepared to take and pass the California Real Estate Sales and/or Broker License Exam.
2. Select and complete appropriate real estate forms, including listing agreements, purchase contracts, and cost sheets.
3. Guide and assist buyers or sellers with the purchase or sale process, including identifying and articulating issues, ensuring compliance with relevant laws, coordinating inspections and appraisals, negotiating sales price, and helping clients understand and select financing options.
4. Be prepared to list, market, show, rent, lease and/or sell a property.

Review Graduation Requirements (<https://catalog.cccd.edu/coastline/graduation-requirements/certificates/#specializationtext>).

Course	Title	Units
Required Core		
Complete the following:		
RE C100	Real Estate Principles	3
RE C120	Real Estate Practice	3
Electives		
Select one of the following:		
RE C110	Real Estate Legal Aspects	3
RE C130	Real Estate Appraisal 1	
RE C140	Real Estate Finance	
RE C160	Real Property Management	
Total Units		9