

REAL ESTATE PROPERTY SALESPERSON, CERTIFICATE OF SPECIALIZATION

3_CE_REPS

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.

Certificate Graduation Requirements

A Certificate is awarded upon completion of the required coursework with a grade of C or higher in each course. To receive the certificate, the student must file a petition for graduation during his/her final semester. In addition:

Certificate of Specialization

- 50 percent of the certificate program's units must be completed at Coastline.

Course	Title	Units
Required Courses		
Students will complete all of the following:		
RE C100	Real Estate Principles	3
RE C120	Real Estate Practice	3
Select one of the following:		3
RE C110	Real Estate Legal Aspects	
RE C130	Real Estate Appraisal 1	
RE C140	Real Estate Finance	
RE C160	Real Property Management	
Total Units		9