

REAL ESTATE PROPERTY SALESPERSON NC, CERTIFICATE OF COMPLETION

This free noncredit certificate is the starting point for anyone interested in becoming a real estate agent in California. Students take three courses, Real Estate Principles, Real Estate Practice, and Real Estate Economics, that provide a clear introduction to how the real estate industry works. Students learn the basics of property ownership, economics, contracts, disclosures, ethics, and the everyday steps involved in helping buyers and sellers. This certificate helps students prepare for the California Real Estate Salesperson exam and gives you the knowledge and confidence to explore entry-level real estate careers or offers a seamless transition into Coastline's other related credit programs, such as business and finance.

Program Learning Outcomes

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.

Course	Title	Hours
Complete the following:		
RE C011N	Real Estate Principles Noncredit	54
RE C012N	Real Estate Practice Noncredit	54
RE C013N	Real Estate Economics Noncredit	54
Total Hours		162