

REAL ESTATE-SALESPERSON, CERTIFICATE OF SPECIALIZATION

Not Financial Aid Eligible
Banner Code: 1_CE_MKRS

This program is designed for those individuals interested in pursuing a career in real estate. Real Estate Salesperson license requirements: RE A110 Real Estate Principles and RE A130 Real Estate Practice are required courses, plus one other real estate elective. All three are required to take the state exam. Check with the California Department of Real Estate for any additional requirements and forms.

Program Outcomes

1. Function effectively in an entry-level real estate position using the skills, principles, and tools they have acquired.
2. Apply the real estate principles they have learned to effectively facilitate real estate transactions in a variety of settings.

Certificate Requirements

Orange Coast College offers two types of certificate awards in career programs designed to prepare the graduate to enter a particular field of employment. At least 3 units in an advanced course from the certificate must be completed at OCC.

1. **Certificate of Achievement** - 8 units or more in a state-approved program. Certificates of Achievement are not automatically awarded. A petition must be filed in Enrollment Services or online at the beginning of the semester in which the student will be completing his or her final requirements. The petitioning periods are listed in the Graduation Requirements (<https://catalog.cccd.edu/orange-coast/graduation-requirements/>) section of this catalog.
2. **Certificate of Specialization** - 16 units or less in a locally approved program. Certificates of Specialization are not automatically awarded, not printed on official academic transcripts, and there is no acknowledgment of completion given at graduation. Please contact the division for details regarding the submission of petitions as procedures for each division vary. Most division offices prefer that students complete all of the required courses and then provide a copy of the transcript while some divisions allow petitions for Certificates of Specialization before finishing.

Minimum Grade Requirement

In order to be awarded a certificate, students are required to obtain a grade of "C" or better in all program-required courses. Grades of "CR" or "P" will be accepted whereas "CR" or "P" meets the equivalency of a "C" or better. A list of certificate programs can be found in the Programs A-Z (<https://catalog.cccd.edu/orange-coast/programs-study/>) section of this catalog. Check with a counselor to determine the requirements for completion.

Course	Title	Units
Required Courses		
RE A110	Real Estate Principles	3
RE A130	Real Estate Practice	3
Select one of the following:		3

Course	Title	Units
RE A120	Legal Aspects of Real Estate	
RE A140	Real Estate Appraisal	
RE A150	Real Estate Finance	
Total Units		9

Real Estate - Salesperson Suggested Electives

Course	Title	Units
ACCT A100	Accounting for Small Business	3
BUS A110	Business Law	3
CIS A100	Introduction to Computer Applications	3
ECON A170	Microeconomics	3
ECON A175	Macroeconomics	3