

# REAL ESTATE-SALESPERSON, CERTIFICATE OF SPECIALIZATION

## Not Financial Aid Eligible

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 of Specialization Requirements

The Certificate of Specialization is a locally approved career program that requires sixteen units or fewer units and is designed to prepare the graduate to enter a particular field of employment. 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. At least 3 units in an advanced course from the certificate must be completed at OCC at the department's discretion. 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. Check with a counselor to determine the requirements for completion.

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.

Course	Title	Units
<b>Required Courses</b>		
RE A110	Real Estate Principles	3
RE A130	Real Estate Practice	3
Select one of the following:		3
RE A120	Legal Aspects of Real Estate	
RE A140	Real Estate Appraisal	
RE A150	Real Estate Finance	
<b>Total Units</b>		<b>9</b>

### Real Estate - Salesperson Suggested Electives:

ACCT A100 Accounting for Small Business  
 BUS A110 Business Law  
 CIS A100 Introduction to Computer Applications  
 ECON A170 Microeconomics Prerequisite: Math A010 or higher  
 ECON A175 Macroeconomics Prerequisite: Math A010 or higher

## Program Sequence

These sequences at Orange Coast College are curriculum maps for students to finish all requirements for the certificate. There may be advisories, prerequisites, or time requirements that students need to consider before following these maps. **Students are advised to meet with an Orange Coast College Counselor for alternate sequencing.**

Course	Title	Units
<b>Year 1</b>		
<b>Semester 1</b>		
RE A110	Real Estate Principles	3
RE A130	Real Estate Practice	3
RE A120 or RE A140 or RE A150	Legal Aspects of Real Estate or Real Estate Appraisal or Real Estate Finance	3
<b>Units</b>		<b>9</b>
<b>Total Units</b>		<b>9</b>

<sup>1</sup> RE A140 and RE A150 may not be offered every semester.