

REAL ESTATE-SALES AGENT, CERTIFICATE OF SPECIALIZATION

Banner Code: 1_CE_MKRS
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.

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

Course	Title	Units
Required Courses		
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	
Total Units		9

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
Year 1		
Semester 1		
RE A110	Real Estate Principles	3
RE A130	Real Estate Practice	3

Course	Title	Units
RE A120 or RE A140 or RE A150	Legal Aspects of Real Estate or Real Estate Appraisal or Real Estate Finance	3
Units		9
Total Units		9

¹ RE A140 and RE A150 may not be offered every semester.