

CERTIFICATE IN REAL ESTATE SALES

This is an overall comprehensive program that will provide the student with the mandated coursework necessary to become a State of California Real Estate Salesperson. The applicant must have completed two (2) required core courses and one (1) additional elective course.

Learning Outcomes

Certificate of Achievement Level Student Learning Outcomes

Students completing the Real Estate Sales Certificate of Achievement will:

1. Meet their career preparation goals as well as qualify for a California State licensing exam to become a Real Estate Sales Agent.

Requirements

Course	Title	Units
Required courses:		
REAL 210	Real Estate Principles	3
REAL 212	Real Estate Practice	3
<i>Select one (1) of the following courses:</i>		
ACCT 100 or ACCT 101 or ACCT 101H	Accounting Financial Accounting Financial Accounting - Honors	4
BUS 160	Business Law and the Legal Environment I	3
REAL 214	Real Estate Finance	3
REAL 216	Legal Aspects of Real Estate	3
REAL 220	Real Estate Property Management	3
REAL 222	Real Estate Economics	3
REAL 224	Escrow I	3
REAL 226	Appraisal I: Principles and Procedures	3.5
Total Units		9-10

Curriculum Map

1-Term Curriculum Map Example

This map represents one possible pathway through the program and is only for reference.

*It is highly recommended that you make an appointment (<https://www.citruscollege.edu/stdntsrv/counsel/Pages/ApptSchedule.aspx>) to create a customized education plan that fits your needs.

Course	Title	Units
Fall Term 1		
REAL 210	Real Estate Principles	3
REAL 212	Real Estate Practice	3

Course	Title	Units
ACCT 100 or ACCT 101 or ACCT 101H or BUS 160 or REAL 214 or REAL 216 or REAL 220 or REAL 222 or REAL 224 or REAL 226	Accounting or Financial Accounting or Financial Accounting - Honors or Business Law and the Legal Environment I or Real Estate Finance or Legal Aspects of Real Estate or Real Estate Property Management or Real Estate Economics or Escrow I or Appraisal I: Principles and Procedures	3
Units		9
Total Units		9

Note: Course selections may affect total unit value.

Career Information

Career Opportunities

There are a variety of careers you can do with this major.

To explore more about this major, schedule an appointment (<https://www.citruscollege.edu/stdntsrv/ctcenter/Pages/ApptSchedule.aspx>) with a career counselor.