

# CERTIFICATE IN REAL ESTATE SALES

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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.

## Requirements

Code	Title	Units
<b>Required courses:</b>		
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 224	Escrow I	3
REAL 226	Appraisal I: Principles and Procedures	3.5
<b>Total Units</b>		<b>9-10</b>

## 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.
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