



# Real Estate Broker Certificate

CRC offers, in addition to a Real Estate AA Degree, a variety of courses available that satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

**Total Units: 24-25**

## First Year

### Semester 1

12 Units

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*
<b>RE 300</b> California Real Estate Principles	3		F(O), S(O)
<b>RE 110</b> Legal Aspects of Real Estate	3		F(O)
<b>RE 140</b> Real Estate Appraisal	3		F
<b>3 units from List A</b>	3	See List A	See List A

### Semester 2

12-13 Units

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*
<b>RE 130</b> Real Estate Finance	3		S
<b>RE 150</b> Real Estate Economics or <b>ACCT 301</b> <sup>Z</sup> Financial Accounting	3 4	Advisory: ACCT 101, BUS 105, MATH 120 or MATH 125	Check Class Schedule for offering F(O,P), S(O)
<b>RE 190</b> Real Property Management	3	Advisory: ESL 320	S
<b>RE 120</b> Real Estate Practice or <b>RE 296</b> <sup>Z</sup> Internship in Real Estate	3 3	RE 300	F, S Check Class Schedule for offering

<sup>Z</sup> At least one section of this course is offered with free textbooks and is labeled as zero textbook costs (ZTC). If it is a GE area class or elective, there may be several ZTC offerings to fulfill the GE requirement. Use the Free Textbook filter to find these courses. Learn more on the [ZTC page of the college website](#).

^You must have passed the prerequisite course(s) with a "C" or better; Corequisite must be taken during the same semester; Advisory means it is recommended but not required to enroll in the course.

\*(O) = online available (P) = partially online

**List A-a minimum of 9 units from the**

## Career

### Options/Outlook:

Real Estate Sales Agents rent, buy or sell property for clients. Perform duties such as studying property listings, interviewing prospective clients, accompanying clients to property sites, discussing conditions of sale, and drawing up real estate contracts. Includes agents who represent buyers.

### A sample of reported job titles:

Associate Broker, Broker Associate, Broker in Charge, Real Estate Agent, Real Estate Broker, Real Estate Broker Associate, Real Estate Salesperson, Realtor, Sales Agent

### Projected job openings in California (2020-2030):

3,320

### Projected growth in California (2020-2030):

8% growth

### Median Salary in California (2021):

\$59,920/yr

### Source:

<https://www.onetonline.org/link/summary/41-9022.00>

## following:

COURSE	UNITS	PRE-REQS <sup>^</sup>	SEMESTERS OFFERED*
<b>RE 160</b> Introduction to Escrow Procedures	3		Check Class Schedule for offering
<b>RE 161</b> Advanced Escrow Procedures	3	RE 160	Check Class Schedule for offering
<b>BUS 340</b> Business Law	3		F(O,P), S(O,P), Su(O)
<b>RE 120</b> <sup>1</sup> Real Estate Practice <b>or</b>	3		F, S
<b>RE 296</b> <sup>1</sup> <b>Z</b> Internship in Real Estate	3	RE 300	Check Class Schedule for offering
<b>RE 150</b> <sup>2</sup> Real Estate Economics <b>or</b>	3		Check Class Schedule for offering
<b>ACCT 301</b> <sup>2</sup> <b>Z</b> Financial Accounting	4	Advisory: ACCT 101, BUS 105, MATH 120 or MATH 125	F(O,P), S(O)
<b>RE 300</b> <sup>3</sup> California Real Estate Principles	3		F(O), S(O)
<b>RE 190</b> Real Property Management	3	Advisory; ESL 320	S

**Z** At least one section of this course is offered with free textbooks and is labeled as zero textbook costs (ZTC). If it is a GE area class or elective, there may be several ZTC offerings to fulfill the GE requirement. Use the Free Textbook filter to find these courses. Learn more on the [ZTC page of the college website](#).

<sup>1</sup> Select course not taken in Semester 2.

<sup>2</sup> Select course not taken in Semester 2.

<sup>3</sup> Planned for Semester 1.

## Please meet with program counselor or faculty

with questions regarding the requirements for the Real Estate Salesperson Examination and/or the requirement for the Real Estate Broker Examination.

## About this program map:

This program map represents one possible pathway to complete the program. Please see a counselor to create an education plan customized to meet your needs. This map is not a guarantee of course availability or financial aid applicability.

## Zero Textbook Costs (ZTC):

The Zero Textbook Costs designation and logo are added to any course that provides free access to all required instructional materials. These are typically shared with students through Canvas. Courses that are designated as ZTC may still require students to purchase supplemental materials such as lab coats, a calculator, art supplies, etc. See full definitions and searching tips on the [Zero Textbook Costs page](#) of the college website.