



# Real Estate Salesperson Certificate

CRC offers this certificate that includes a variety of courses that satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

**Total Units: 9**

## First Year

### Semester 1

**9 Units**

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*
<b>RE 120</b> Real Estate Practice <b>or</b>	3		F, S
<b>RE 296</b> <sup>Z</sup> Internship in Real Estate	3		Check Class Schedule for offering
<b>RE 300</b> California Real Estate Principles	3		F(O), S(O)
<b>3 units from List A</b>	3	See List A	See List A

<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](#).

### List A-a minimum of 3 units from the following

COURSE	UNITS	PRE-REQS^	SEMESTERS OFFERED*
<b>ACCT 301</b> <sup>Z</sup> Financial Accounting	4		F(O), S(O), Su
<b>BUS 340</b> Business Law	3		F(O), S(O), Su
<b>RE 110</b> Legal Aspects of Real Estate	3		F, S
<b>RE 120</b> <sup>1</sup> Real Estate Practice <b>or</b>	3		F, S
<b>RE 296</b> <sup>1</sup> <sup>Z</sup> Internship in Real Estate	3		Check Class Schedule for offering
<b>RE 130</b> Real Estate Finance	3		S
<b>RE 140</b> Real Estate Appraisal	3		F
<b>RE 150</b> Real Estate Economics	3		Check Class Schedule for offering
<b>RE 190</b> Real Property Management	3		S

## 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>

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^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

<sup>1</sup> select course not taken above.

## 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.

## 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.

## 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.