

REAL ESTATE CERTIFICATE OF ACHIEVEMENT

This certificate qualifies students for entry-level employment in title and escrow companies, mortgage companies, financial institutions, and related firms.

Code	Title	Units
Required Courses:		
REALST 062	Real Estate Practice	3
REALST 068	Real Estate Appraisal: Residential	3
REALST 070	Real Estate Finance	3
REALST 074	Legal Aspects of Real Estate	3
REALST 100	Real Estate Principles	3
One course from the following:		3-4
ACCT 200	Financial Accounting	4
BUSAD 103	Marketing Principles	3
BUSAD 106	Principles of Selling	3
BUSAD 100	Introduction to Business	3
BUSAD 210	Business Law	3
BUSAD 050	Business Math	3
REALST 063	Real Estate Loan Processing Fundamentals	3
REALST 076	Property Management	3
REALST 078	Real Estate Economics	3
or ECON 100	Introduction to Economics	
REALST 080	Escrow Procedures	3
Total Units		18-19

Students working for certificates must have a basic knowledge of arithmetic, reading and writing in order to learn and work in the occupations they select.

This is a Gainful Employment Program

Program Learning Outcomes

At the completion of this program, students will be able to:

- Be familiar with various Real Estate listing agreements, concepts, forms, terminology, procedures, contracts, National Association of Realtor's Code of Professional Responsibility.
 - Read, interpret and discuss various principles of real estate.
 - Discuss and describe the methods of appraising real property and how to evaluate single-family residences, investment property and commercial property.
 - Discuss the effect of taxes on real estate including residential, income property, and investments, and understand telephone techniques, direct mail, and building clientele management of investment properties, methods for qualifying loans.
 - Be prepared to set up a real estate business by understanding the process of licensing and starting your own company, know the selling process including various types of sales. Be familiar with government agencies involved in real estate.
 - Analyze and know regulation, procedures of finance and economic factors such as understanding types of lenders, methods of qualifying loans, mortgage markets, Urban development, real estate cycles, and trends.
 - Understand basic real estate mathematics.
- Understand the structure and scope of the escrow business and be able to outline the history of the real estate business.
 - Be prepared for Department of Real Estate (DRE) licensing examination.