



Real Estate Broker Certificate of Achievement

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.

SUGGESTED PROGRAM COURSE SCHEDULE

SEMESTER 1

12 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
RE 300 CA Real Estate Principles	3		F(O), S(O)	
RE 110 Legal Aspects of RE	3		F(O)	
RE 120 RE Practice	3		F, S	
RE 140 RE Appraisal	3		F	

SEMESTER 2

12-13 UNITS

Course	Units	Pre-Reqs [^]	Semesters offered*	GE Area
RE 130 RE Finance	3		S	
RE 150 Real Estate Economics or ACCT 301 Financial Accounting	3 4	Advisory: ACCT 101, BUS 105, or MATH 120 or 125	Check Class Schedule for Offering F(O,H), S(O)	CRC Area II(b)
RE 190 Real Property Management	3		S	
And a minimum of 3 units from one of the following:				
RE 141 Advanced Appraisal	3	RE 140	Check Class Schedule for Offering	
RE 160 Intro to Escrow Procedures	3		Check Class Schedule for Offering	
RE 161 Advanced Escrow Procedures	3	RE 160	Check Class Schedule for Offering	

[^]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 (H) = hybrid available

Career Options/Outlook: Real Estate Sales Agents rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

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 opening in

California (2016-2026):

3,100

Projected growth:

Slower than average (2%-4%)

Salary in California:

Median wage (2017): \$52,380/yr

Source:

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