



## Real Estate Sales Certificate of Proficiency

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

9 UNITS

Course	Units	Pre-Reqs <sup>^</sup>	Semesters offered*	GE Area
<b>RE 120</b> RE Practice	3		F, S	
<b>RE 300</b> CA Real Estate Principles	3		F(O), S(O)	
<b>Select a minimum of 3 units from the following courses:</b>				
<b>RE 110</b> Legal Aspects of RE	3		F(O)	
<b>RE 130</b> RE Finance	3		S	CRC Area II(a)
<b>RE 140</b> RE Appraisal	3		F	
<b>RE 190</b> Real Property Management	3		S	

<sup>^</sup>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>