

REAL ESTATE SALESPERSON

This short-term departmental certificate helps students to prepare for the California Salesperson licensing exam. Minimum requirements to apply for the Salesperson Examination are: (1) age 18 or older and (2) evidence of successful completion of twelve quarter units of college level courses in California Real Estate Principles, Real Estate Practice, and one elective. Students should note that a felony conviction may result in the denial of a Salesperson's license. Students interested in careers in real estate should ensure that they check relevant websites for information about licensing requirements (including required coursework): the California Department of Real Estate (www.dre.ca.gov) and the California Office of Real Estate Appraisers (OREA) (www.orea.ca.gov).

1. All courses from the following (8 units):

RES 151 California Real Estate Principles
RES 155 Real Estate Practice

2. One course from the following (4 units):

RES 152 Legal Aspects of Real Estate
RES 153 Real Estate Appraisal
RES 154 Real Estate Finance
RES 160 California Property Management

TOTAL UNITS = 12