

Last Update:12/16/2016 9:54



Pathways to Completion – Short-Term Certificate (Real Estate Salesperson)

Overview: 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 (<http://www.dre.ca.gov/>) and the California Office of Real Estate Appraisers (OREA) (<http://www.orea.ca.gov/>). For further information about this program, contact the Career and Technical Education department at extension 583 or 723.

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

RES 151 California Real Estate Principles (4 units)

RES 155 Real Estate Practice (4 units)

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

RES 152 Legal Aspects of Real Estate (4 units)

RES 153 Real Estate Appraisal (4 units)

RES 154 Real Estate Finance (4 units)

RES 160 California Property Management (4 units)

Additional Information: Members of the California State Bar are statutorily exempt from the college-level course requirements. Evidence of admission to practice Law in California must be furnished, such as a photocopy of both sides of a California State Bar membership card. Also, applicants who submit evidence of having completed the eight statutory college-level courses required for the broker examination and license are eligible to take the salesperson examination without submitting further evidence of experience or education. Continuing education offerings do not satisfy the college-level course requirements for this examination. Courses must be three semester-units or four quarter-units at the college level. Courses must be completed at an institution of higher learning accredited by the Western Association of Schools and Colleges or by a comparable regional accrediting agency recognized by the United States Department of Education, or by a private real estate school which has had its courses approved by the California Real Estate Commissioner.

Fall 2016

- RES 151-01 California Real Estate Principles Online! 10/24 – 12/8/16 [4 units]
- RES 153-01 Real Estate Appraisal Online! 10/3 – 12/8/16 [4 units]
- RES 155-01 Real Estate Practice Online! 9/29 – 12/8/16 [4 units]

Winter 2017

- RES 151-01 California Real Estate Principles Online! 2/13 - 3/31/17 [4 units]
- RES 155-01 Real Estate Practice Online! 1/23 - 3/31/17 [4 units]
- RES 160-01 California Property Management Online! 1/17 - 3/31/17 [4 units]

Spring 2017

- RES 151-01 California Real Estate Principles Online! 5/15 - 5/29/17 [4 units]
- RES 152-01 Legal Aspects of Real Estate Online! 4/24 - 6/29/17 [4 units]
- RES 155-01 Real Estate Practice Online! 5/15 - 6/29/17 [4 units]

Catalog: 2016-17



LTCC offers three required courses for the California Salesperson Exam!