

REAL ESTATE BROKER, CERTIFICATE OF ACHIEVEMENT

Banner Code: 3_CN_BRKR
Financial Aid Eligible

This is an overall comprehensive program that will provide the student with the requirements needed to become a State of California Real Estate Broker. The program courses are designed to enable the student to reach his/her course requirements to qualify for the real estate broker license exam. These courses also provide the basic background and information needed as a future employer of sales people in real estate.

Program Level Student Learning Outcomes

Upon completion of this program, students will be able to:

1. Be prepared to take and pass the California Real Estate Sales and/or Broker License Exam.
2. Guide and assist buyers or sellers with the purchase or sale process, including identifying and articulating issues, ensuring compliance with relevant laws, coordinating inspections and appraisals, negotiating sales price, and helping clients understand and select financing options.
3. List, market, show, rent, lease and/or sell a property, with appropriate estate forms, including listing agreements, purchase contracts, and cost sheets.

Review Graduation Requirements (<https://catalog.cccd.edu/coastline/graduation-requirements/certificates/#achievementtext>).

Course	Title	Units
Required Core		
Complete the following:		
RE C100	Real Estate Principles	3
RE C105	California Mortgage Loan Brokering and Lending	3
RE C110	Real Estate Legal Aspects	3
RE C120	Real Estate Practice	3
RE C130	Real Estate Appraisal 1	3
RE C140	Real Estate Finance	3
RE C160	Real Property Management	3
Total Units		21