

REAL ESTATE STUDIES, CERTIFICATE OF ACHIEVEMENT

Banner Code: 3_CN_REST
Financial Aid Eligible

The certificate in Real Estate Studies is a comprehensive program that will provide the student with career opportunities. The program courses are designed to enable the student to reach his/her professional goals with the knowledge and skills to succeed in a rapidly changing real estate environment.

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. Be prepared to list, market, show, rent, lease and/or sell a property.

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 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		18