

Real Estate - Certificate of Achievement

+If you have completed coursework at another college and/or are starting in a semester other than a Fall term, please follow up with the Counseling Department to determine if this sequence is appropriate for your academic and career goals.

Program Description: The Real Estate program involves the study of California real estate principles, practices, procedures, and law. It offers courses mandated by the California Bureau of Real Estate (CalBRE) to prepare those who desire a career in real estate. Students must successfully complete and pass the Real Estate Principles class (REAL 100), the Real Estate Practices class (REAL 101), and one additional class (of the student's choosing from the approved list) in the Real Estate Department to academically qualify for the California Real Estate Sales license and examination.

These classes may also be applied to the academic requirement for the California Real Estate Broker license and examination. On successful completion of the full program, the student will be academically qualified to apply to take the California Real Estate Broker examination. Target occupations for this course of study include real estate sales, real estate broker, mortgage broker, property manager, loan broker, and escrow officer. Students are advised to check current California Bureau of Real Estate or other applicable agency academic requirements prior to registering for any course to ensure that it satisfies current requirements as a mandatory or elective course for the Real Estate Sales or Real Estate Broker licenses. The CalBRE and other applicable agency requirements change periodically and the Real Estate Program does not warrant that the listed courses meet current requirements.

Program SLO: Students will be able to demonstrate proficiency in the core knowledge required for the California Bureau of Real Estate examination for real estate sales and real estate broker licenses.

Important Information: *For students interested in earning an Associate's degree and/or transfer, please follow up with the Counseling Office for additional information @ <https://www.canyons.edu/counseling> or (661)362-3288/(661)362-3811.*

*Major courses are sequenced and **BOLDED** based on recommendations by the [Real Estate Department](#)*

First Semester (0-12 units minimum) FA = Fall; WI = Winter; SP = Spring; SU = Summer

Course	Title	Units	Major Courses
REAL 100	Real Estate Principles (FA, WI, SP, SU)	3	Major
REAL 101	Real Estate Practices (FA, SP, SU)	3	Major
REAL 115	Legal Aspects of Real Estate (FA)	3	Major
REAL 120	Real Estate Appraisal I (FA)	3	Major
	<i>Term Totals:</i>	12	

Second Semester (13-18 units minimum)

Course	Title	Units	Major Courses
REAL 105	Real Estate Financing (SP)	3	Major
REAL 130	Escrow Procedures and Processing (SP)	3	Major
BUS 201	Principles of Accounting I (FA, SP, SU)	5	Major
BUS 211	Business Law (FA, WI, SP, SU)	3	Major
	<i>Term Totals:</i>	14	

Total Units: 26 units

Counseling Resources

Real Estate Department: <https://www.canyons.edu/academics/realestate/index.php>

Counseling Department: <https://www.canyons.edu/student services/counseling/index.php>

Petition for Certificate of Achievement: Petitions are due in the fall/spring/summer term you will complete the requirements and may be submitted before your last term or up until the final day of the term. The petition form must be reviewed with a counselor and may be found here:

https://www.canyons.edu/resources/documents/student services/admissions/Petition_for_Associate_Degree_and_Certificate_of_Achievement.pdf

Career Resources

Real Estate Career Trees: <https://www.canyons.edu/academics/realestate/careertree/index.php>

California Career Zone: <https://www.cacareerzone.org/>

O*Net Online: <https://www.onetonline.org/>

Bureau of Labor and Statistics: www.bls.gov

National Association of Realtors: <https://www.nar.realtor/>