

REAL ESTATE SALES (CERTIFICATE M0954)

Business Division

Certificate M0954

Prior to taking the California Real Estate Salespersons Examination, an applicant must complete three (3) college level courses specified by the California Department of Real Estate. Two of these classes are mandated: Real Estate Principles (BUSR 50) and Real Estate Practice (BUSR 52). The third class may be any real estate or real estate related course specified by The California Department of Real Estate. The Real Estate Sales Certificate includes these three classes for a total of 9 units needed to apply for the California Real Estate Salesperson's Examination.

Required Courses

Course Prefix	Course Name	Units
BUSR 50	Real Estate Principles	3
BUSR 52	Real Estate Practice	3
Choose one course from the following:		3-3.5
BUSA 11	Fundamentals of Accounting	
BUSL 18	Business Law	
BUSR 40	Landlord-Tenant Law	
BUSR 51	Legal Aspects of Real Estate	
BUSR 53	Real Estate Finance	
BUSR 55	Real Estate Economics	
BUSR 59	Real Estate Property Management	
BUSR 60	Real Estate Investment Planning	
BUSR 62	Mortgage Loan Brokering and Lending	
BUSR 68	Computer Applications for Real Estate	
BUSR 76	Escrow Procedures I	
BUSR 81	Appraisal: Principles and Procedures	
Total Units		9-9.5

Real Estate Website (<https://www.mtsac.edu/realestate/>)

Program Learning Outcomes

Upon successful completion of this program, a student will:

- Have the requisite knowledge to pass the California Real Estate Sales Exam.
- Meet or exceed the state average for success or passage on the state licensing exam.

Review Student Learning Outcomes (SLOs) (<http://www.mtsac.edu/instruction/outcomes/sloinfo.html>) for this program.