

REAL ESTATE, CERTIFICATE OF ACHIEVEMENT (C)

Overview

The Real Estate curriculum is designed to provide the student with the courses necessary to master the basic facets of the real estate industry. The curriculum appeals to all students interested in the real estate business, but it also is designed to prepare students for professional certification as real estate salespersons and brokers. It specifically provides the student with the core course needed to sit for the salesperson license exam i.e. Real Estate Principles. The curriculum also provides students desiring to sit for the broker license exam the five required courses (Real Estate Practice, Real Estate Appraisal, Real Estate Economics, Real Estate Finance and Legal Aspects of Real Estate) and the remaining three elective courses. These courses do not, however, meet salesperson/broker continuing education requirements.

Requirements

Certificate of Achievement Requirements

Complete all Department Requirements for the Certificate of Achievement with a C or better in each course. Candidates for a Certificate of Achievement are required to complete at least 20% of the department requirements through SBCC.

Code	Title	Units
Department Requirements		
ACCT 230	Financial Accounting	5
BLAW 101	Business Law	4
RE 101	Real Estate Principles	3
RE 102	Real Estate Practices	3
RE 203	Real Estate Finance	3
RE 204	Legal Aspects of Real Estate	3
RE 205	Real Estate Appraisal (Residential)	3
RE 207	Property Management	3
Total Units		27.00

Learning Outcomes

1. Analyze common real estate problems, apply appropriate solutions, and interpret outcomes.
2. Meet career preparation goals, as well as prepare for a state licensing exam.
3. Explain the process for making home purchase or sale decisions and completing real estate transactions.
4. Demonstrate mastery of program-specific concepts and skills. (e.g., understand theory and application in real estate finance, investments, property management and financial institutions).

Recommended Sequence

Make an appointment with your SBCC academic counselor through Starfish to create a Student Education Plan that reflects a recommended course sequence for this program that is tailored to your individual needs.

How to schedule an Academic Counseling appointment (<https://www.sbcc.edu/counselingcenter/counselingappointments.php>).