

Real Estate: Salesperson & Transaction

9 unit certificate

This certificate prepares students to qualify for the CA Real Estate Salesperson license and to successfully take the exam. Prepares students to buy, sell and lease, and to represent others to buy, sell and lease residential and commercial real estate property.

Required Courses

RLE-80 Real Estate Principles (3 units)*

Fundamental course covering basic laws and principles of California real estate.

RLE-81 Real Estate Practices (3 units)*

Fundamentals of CA real estate practice, terminology and daily operations in a brokerage firm.

Plus, an additional 3 units from the following courses:

ACC-1A Principles of Accounting I (3 units)*, BUS-18A Business Law I (3 units)*, RLE-82 Legal Aspects of Real Estate (3 units)*, RLE-83 Real Estate Finance (3 units)*, RLE-85 Real Estate Economics (3 units)*

Some of these courses have prerequisites or advisories. Refer to College Catalog for more information.



**this class transfers toward one or more CSUSB or CalPoly majors. Visit www.assist.org or the Counseling office for details.*

Real Estate: Salesperson & Transaction

Tuition \$414 • Duration of Study: 8 months

A Certificate in Business Administration: Real Estate Sales & Transaction will be awarded upon completion of the required course (9 units). Please refer to the Norco College Catalog or visit the Counseling Center.

Job & Wage Information

- Licensed Real Estate Agent
Wage Range*: \$16.72-42.41
13% increase in employment expected in CA 2016-2026; 3,100 openings annually
More info: <http://bit.ly/RealEstateNC>
- Licensed Real Estate Assistant
Wage Range*: CA average \$16.49/hr
Employment projections not available;
wage information found on indeed.com

*2018, Riverside/Ontario/San Bernardino Metro Area

What type of interests might be a good fit for this career choice?



Social

People who like to work with people – to inform, enlighten, help and train. Prefer solving problems through discussion.

For more information on careers that fit this category of interests, visit the Career Center in the Center for Student Success.

What's Your School?

NORCO COLLEGE
SCHOOL OF
**Business &
Management**

Visit www.norcollege.edu/business for more information about this program.