



## Skill Award

# REAL ESTATE SALES PROFESSIONAL

This program prepares students to sit for the California Department of Real Estate Salesperson License Examination and requires additional courses that may lead to licensing and employment as a Real Estate Broker and/or Real Estate Appraiser. In the Real Estate curriculum, special attention is given to the California license requirements. In order to apply to become a licensed Salesperson, three courses must be taken and passed: Real Estate Principles, Real Estate Practice, and one other approved Real Estate course. See the California Department of Real Estate website for more information on licensed positions and course requirements: [www.dre.ca.gov](http://www.dre.ca.gov).

*Note: This 18-19 unit program does not qualify for financial aid and some other benefits and will not appear on the student's transcript. For eligibility, see related, higher unit certificates—24 min. (e.g. Real Estate Broker and Real Estate Appraisal). This is a "stackable" program, so most courses/units can apply also to the RE Broker and RE Appraisal programs. This Skill Award will be replaced by the Real Estate Sales Professional Certificate of Achievement if and when that program is state-approved, and students who have earned this Skill Award can petition for the Certificate of Achievement subsequent to its state approval.*

**Suggested Sequence:** RE 101, 120, and any sequence thereafter. Most of these courses are offered every semester; others (e.g. RE 161, 162, 163, 164, 180, 190, 195, 250) at least once a year.

### Required Courses

	<u>Units</u>
Real Estate 101 Real Estate Principles .....	3
Real Estate 120 Real Estate Practice .....	3
Real Estate 150 Real Estate Finance .....	3
Real Estate 162 Basic Appraisal Principles and Procedures .....	3.5
or Real Estate 163 Basic Residential Appraisal .....	(3.5)
or Real Estate 164 Residential Applications and Residential Report Writing .....	(3)

### Additional Courses

*Choose at least TWO courses from the following list to complete 18 total units for this program:*

Real Estate 130 Real Estate Economics .....	3
Real Estate 140 Legal Aspects of Real Estate .....	3
Real Estate 162* Basic Appraisal Principles and Procedures .....	3.5
or Real Estate 163* Basic Residential Appraisal .....	(3.5)
or Real Estate 164* Residential Applications and Residential Report Writing .....	(3)
Real Estate 180 Mortgage Loan Brokering .....	3
Real Estate 190 Property Management .....	3
Real Estate 195 Common Interest Developments (Homeowners Association Management)	3
Real Estate 250 Escrow I .....	3
BusAd 120 Business Law I .....	3

\*If not used as a Required course.

**Total Semester Units 18 - 19**

**Cost:** \$36 per unit for California residents, plus enrollment and textbook fees. New students go to [www.glendale.edu](http://www.glendale.edu) for more enrollment information and to apply online. For Information Contact the Business Division, 818-240-1000, Ext. 5484 or Instructor Walt Huber, 818-240-1000, Ext. 5477, [whuber@glendale.edu](mailto:whuber@glendale.edu) or Colleen Taber [lillywite@aol.com](mailto:lillywite@aol.com).  
**Visit our website!** [www.glendale.edu/business](http://www.glendale.edu/business)

**BOARD APPROVAL January 24, 2011**

**NOTE: Contact Counseling during your last semester to petition for this Certificate or AS Major.**

