



## Skill Award

# REAL ESTATE SALESPERSON—EXAM QUALIFIED

This nine-unit Award is for students who are preparing to become a Real Estate Salesperson. 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 websites for the California Department of Real Estate [www.dre.ca.gov](http://www.dre.ca.gov) and the Office of Real Estate Appraisers [www.orea.ca.gov](http://www.orea.ca.gov) for more information on licensing requirements, including additional education and experience, for employment as a Real Estate Broker or a Real Estate Appraiser, which this program can lead to.

*Note: This 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, and all courses/units for this program can apply also to the Real Estate Broker and Real Estate Appraisal programs.*

**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, and 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

### Additional Courses

*Choose at least ONE course from the following list to complete 9 total units for this Skill Award and to qualify to sit for the California Department of Real Estate Salespersons Examination:*

Real Estate 130      Real Estate Economics .....	3
Real Estate 140      Legal Aspects of Real Estate .....	3
Real Estate 150      Real Estate Finance .....	3
Real Estate 161      Income Appraisal Report Writing.....	3
Real Estate 162      Basic Appraisal Principles and Procedures .....	3.5
Real Estate 163      Basic Residential Real Estate Appraisal.....	3.5
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
Accounting 101      Financial Accounting.....	5
Accounting 110      Basic Accounting I.....	4
BusAd 120      Business Law I.....	3

## Total Semester Units 9

**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).

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**BOARD APPROVAL    January 24, 2011**

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