

Santa Monica College
Real Estate Certificate of Achievement
Effective Fall 2025

This program is designed for students who are interested in obtaining a license to practice as a real estate agent in California and/or in pursuing an entry level position in the real estate industry. Course offerings include Real Estate Principles, Real Estate Practice, Real Estate Finance, and Business-Law.

Program Learning Outcomes:

Upon completion of the program, students will demonstrate a clear understanding of the dynamics of the real estate system.

Upon completion of the program, students will apply key concepts to this setting and appreciate the variables that impact the state of the real estate industry.

Upon completion of the program, students will explain the procedures that govern the progression of a property transaction.

Upon completion of the program, students will understand the roles of various professionals who participate in a real estate transaction.

Upon completion of the program, students will demonstrate an understanding of the strategies for effective transactional practice.

Upon completion of the program, students will be able to sit for the California Department of Real Estate's exam for licensure to practice as a real estate agent.

Required Courses:

Units: 6.0

REALES 1^{DE} Real Estate Principles

3.0

REALES 3^{DE} Real Estate Practice

3.0

Select 1 of the following:

Units: 3.0

REALES 4^{DE} Real Estate Finance

3.0

BUS 5^{DE} Business Law and the Legal Environment

3.0

Total: 9.0