

REAL ESTATE

Through MiraCosta College's Real Estate Program, students can complete the classes necessary to earn a certificate or associate degree and apply for the California Real Estate Salesperson or Real Estate Broker examinations.

MiraCosta College's program offers students the classes they need—either online or on-campus.

For more information, go to miracosta.edu/real



MIRACOSTA COLLEGE
Real Estate Program
miracosta.edu/real

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"MiraCosta College's Real Estate Program really was a great refresher, helping me improve what I already do on a day-to-day basis. The classes also really added to my skill-set; I have built a website, learned to use PowerPoint, heard terrific guest

speakers and made valuable industry contacts. The instructors are wonderful and the MiraCosta College staff is fantastic. Everyone I've come in contact with has been incredible!"
—Gordy Spires, Veteran, Real Estate Appraiser and MiraCosta College Real Estate Student

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REAL ESTATE PROGRAM

MiraCosta College's Real Estate Program is perfect for those students planning to take the Real Estate Salesperson or Real Estate Broker examinations. The program also offers courses for professionals wanting to expand their knowledge in the real estate field.

REAL ESTATE CERTIFICATES & ASSOCIATE DEGREES

MiraCosta College offers a wide range of classes that meet days, evenings, weekends and online. Students may choose to earn one or more of the following certificates, work toward an associate degree, complete requirements to transfer, or take classes to qualify for the Real Estate Salesperson or Real Estate Broker examinations. For more information, please contact the Counseling Department at 760.795.6670 or consult the MiraCosta College catalog at catalog.miracosta.edu/disciplines/realestate.

Certificates of Proficiency

Certificates of Proficiency are designed to be the first step in a career ladder.

Property Management	9 units
Real Estate Assistant	12 units
Real Estate Finance	9 units
Real Estate Sales	9 units

Certificates of Achievement

Certificates of Achievement are designed to prepare graduates for employment in specific career areas.

Real Estate	18-22 units
Real Estate Entrepreneurship	34 units

Associate Degrees

MiraCosta College's Real Estate Program offers the following associate degrees:

Real Estate
Real Estate Entrepreneurship

Students planning to earn an associate degree should meet with a MiraCosta College counselor before or early in their first semester to identify courses that meet degree requirements. The associate degrees require completion of a Certificate of Achievement and general education courses specified in the MiraCosta College catalog.

REAL ESTATE SALESPERSON & BROKER LICENSES

All licensing to become a real estate salesperson or broker is conducted by the California Department of Consumer Affairs Bureau of Real Estate (BRE). To obtain a California Real Estate Salesperson or Broker license, candidates must first qualify for and pass a written examination. For current information about state licensing, go to: www.bre.ca.gov

APPLICANTS FOR REAL ESTATE SALESPERSON EXAMINATION

To qualify to take the examination for a real estate salesperson license an applicant must have successfully completed:

- Real Estate Principles **REAL 100**
- Real Estate Practice **REAL 105**
- Real Estate Appraisal **REAL 130**
- General Accounting **ACCT 101, 148, 201, 202**
- Property Management **REAL 250**
- Business Law **BUS 140**
- Real Estate Finance **REAL 120**
- Escrows*
- Real Estate Economics **REAL 206, ECON 100, 101, 102**
- Mortgage Loan Brokering & Lending*
- Computer Applications in Real Estate **REAL 240**
- Legal Aspects of Real Estate **REAL 110**
- Common Interest Developments*
- Real Estate Office Administration*

Plus one of the following courses:

APPLICANTS FOR REAL ESTATE BROKER EXAMINATION

To qualify for the real estate broker license examination candidates must have a minimum of two years full-time licensed salesperson experience within the last five years. An applicant with a four-year degree with a major or minor in Real Estate is exempt from the experience requirement.

In addition to the experience requirement, an applicant for the broker licensure examination must have completed the following courses:

- Real Estate Practice **REAL 105**
- Real Estate Appraisal **REAL 130**
- Legal Aspects of Real Estate **REAL 110**
- Real Estate Economics **REAL 206, ECON 100, 101, 102** or Accounting **ACCT 101, 148, 201, 202**
- Real Estate Finance **REAL 120**

Three courses from the following:**

- Real Estate Principles **REAL 100**
- Advanced Legal Aspects of Real Estate*
- Business Law **BUS 140**
- Advanced Real Estate Finance*
- Property Management **REAL 250**
- Advanced Real Estate Appraisal*
- Escrow*
- Computer Applications in Real Estate **REAL 240**
- Real Estate Office Administration*
- Common Interest Developments*
- Mortgage Loan Brokering & Lending*

*These courses are not available through MiraCosta College.
**If both Accounting and Real Estate Economics courses have been completed, only two courses are required.