

Real Estate Salesperson Certificate 25-26



ABOUT THIS MAJOR

Real estate brokers and sales agents help clients buy, sell, and rent properties. Although brokers and agents do similar work, brokers are licensed to manage their own real estate businesses. Sales agents must work with a real estate broker. An individual can meet all of the educational

requirements of the Bureau of Real Estate for obtaining a real estate salesperson or real estate broker license by taking courses at Antelope Valley College. For more information, visit the [Social and Behavioral Sciences](#) division.

TO EARN A Certificate A STUDENT MUST COMPLETE THE FOLLOWING:

- [1] Completion of Major & Program Electives Courses
- [2] Minimum grade point average of 2.0
- [3] A C or better in all courses required for the major

Cert - Real Estate Salesperson

[Total Units Required in the major 19-21]

Required Courses, complete ALL courses (10 units)	
RE101 - Real Estate Principles	3
RE105 - Real Estate Practices	3
MKTG130 - Digital Marketing	3
RE180 - Real Estate Capstone	1

Program CA Electives, choose one (total 3-4 units)	
CA103 - Introduction to Computer and Digital Technology	3
CA221 - Computer Concepts & Applications in Business	4

Program Bus Math Electives, choose one (total 3-4 units)	
BUS105 - Business Mathematics	3
MATH140 - Precalculus	4

Program Electives- Complete (3 units) from the following:	
RE141 - Escrow Principles	3
RE161 - Property Management	3
RE111 - Real Estate Finance	3
RE121 - Legal Aspects of Real Estate	3
RE131 - Real Estate Appraisal	3


RECOMMENDED PATHWAY

Real Estate Salesperson Certificate





The Recommended Plan of Study is determined by the discipline faculty. Take classes in **Summer** or **Intersession** if needed to complete your degree in a timely manner!

Fall/Spring: Max 19 units | Summer: Max 9 units | Intersession: Max 6 units




 Major

 Program Elective

SEMESTER 1

Course	Units
 RE 101	3
 BUS 105	3
 CA 221 OR CA 103	3-4
 RE 105	3
Total Units	12-13

SEMESTER 2

Course	Units
 MKTG 130	3
 RE 180	1
 Program Elective: RE 121 (rec.)	3
Total Units	7

Total Degree Units 19-21

COUNSELING NOTE SECTION

Prerequisite: If a course is listed as a prerequisite for another course, that prerequisite course must be completed with a satisfactory grade to enroll in the next course. A satisfactory grade is a grade of "A," "B," "C" or "P". Students who enroll in classes for which they do not meet the prerequisites will be involuntarily dropped. Students will be notified of this involuntary drop. Title 5, Section 55200(d)

Application for Graduation:

Antelope Valley College awards degrees three times annually following the Fall, Spring, and summer semesters. Students must apply for graduation to earn their degree or certificate. Applications are due by September 6 for spring/summer graduates and by February 14 for fall graduates.

AVC 25-26 CATALOG: [ACADEMIC POLICIES](#)

INFORMATION and RESOURCES

Tutoring Assistance
Transfer Center
Basic Needs

Career Center
Office of Students with Disabilities
Financial Aid

AVC Student Health Services
Palmdale Center
Counseling Division