



## Certificate - Real Estate Salesperson 21-22

### Recommended Program Sequence

All courses with a + sign indicate a pre-requisite or co-requisite

Term 1 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units
BUS 105, Business Mathematics or MATH 140+, Precalculus		3
CA 103, Intro. to Comps. & Dig. Tech. or CA 221, Comp. Concepts & Apps in Bus. or CIS 101, Intro. to Computer Info. Sci.		3
RE 101, Real Estate Principles		3
English 101+, Academic Composition (Pre-req for BUS113)		3
Total		12
Term 2 (Fall/Spring: Max. 19 units, 12-15 u. recommended)		Units
BUS 113+, Business Communications		3
RE 105, Real Estate Practices		3
Program Elective		3
(Summer: Max. 15 units, 12 units recommended) Total		9
<b>Graduate</b>		

Take Summer classes if needed to complete the program in a timely manner.

The state requires all students to have a Comprehensive Educational Plan. Make a counseling appointment as soon as enrollment is established on any term. Come by the Counseling Center or call. Online Counseling is available: <https://www.avc.edu/student-services/counseling>

Certificate Required Courses:	Units	
BUS 105, Business Mathematics <i>or</i> MATH 140+, Precalculus	3-4	<b>*Fulfilling proficiencies</b> will not require any extra units if the competencies are demonstrated by including the required courses in the general education, or major requirements, or by satisfying the reading proficiency through AVC's policy.
BUS 113+, Business Communications	3	
CA 103, Introduction to Computers & Digital Technology <i>or</i> CA 221, Computer Concepts & Applications in Business <i>or</i> CIS 101, Introduction to Computer Information Science	3-4	<b>Electives:</b> The remaining number of units (up to a minimum of 60) are considered electives. Any course that has already been counted toward (1) the general education requirements, or (2) the major, cannot be used as an elective. Any course with a designation of "AVC" at the end of a course description can be used as an elective.
RE 101, Real Estate Principles	3	
RE 105, Real Estate Practices	3	<b>Grade Point Average Requirement:</b> An overall grade point average of 2.0 ("C" average) is required.
Program Electives (See below)	3	
<b>Units Required for the Certificate/Major:</b>	18-20	<b>Double Counting:</b> While a course might satisfy more than one general education requirement, it may not be counted more than once for these purposes. A course may be used to satisfy both a general education requirement and a major or area of emphasis requirement.
<b>Program Electives - Complete 3 units from the following:</b>		
RE 111, Real Estate Finance	3	<b>Residency:</b> Minimum of 12 units completed at AVC with a minimum of 9 of those units completed from the certificate/major. (credit earned by examination will not be included in these 12 units) Title 5, Section 54000: <a href="http://ccr.oal.ca.gov">http://ccr.oal.ca.gov</a>
RE 121, Legal Aspects of Real Estate	3	
RE 131, Real Estate Appraisal	3	<b>Requirements for Two or More Associate Degrees:</b> To be eligible for multiple associate degrees, a student must have completed all of the graduation requirements for each degree.
RE 141, Escrow Principles	3	
RE 161, Property Management	3	<b>Transfer:</b> Students planning to continue studies at a four-year college or university after AVC should visit the Transfer Resource Center or the Counseling Center and consult with a counselor as soon as possible to develop a plan of studies. Additional preparation for the major information on official transfer articulation agreements from AVC to many CSU/UC campuses can be found at the following Web site: <a href="http://www.assist.org">www.assist.org</a>
<b>Other Requirements:</b>		
<ul style="list-style-type: none"><li>• Minimum grade of "C" required on each course</li><li>• Maximum of 6 pass/no-pass units accepted for the Certificate</li><li>• Refer to catalog or online website for course listings and descriptions</li></ul>		The "Catalog Rights Policy" sets forth the criteria used for determining the degree requirements under which students may graduate. Please refer to the AVC Catalog for a detailed description or consult with a counselor.
<b>Proficiency Requirements</b>		
Proficiency requirements exist for the areas of Reading, Writing and Math. Students must demonstrate competency in each of these areas in order to be eligible for the associate degree.		<b>Advisory:</b> A condition of enrollment that a student is advised, but not required, to meet before or in conjunction with enrollment in a course or educational program. <b>Prerequisite:</b> A condition of enrollment that a student is required to meet in order to demonstrate current readiness for enrollment in a course or educational program. Prerequisites are enforced and a student will be blocked from enrolling or involuntarily dropped after enrolling if the student does not meet the stated prerequisite. A student must complete a course prerequisite with a satisfactory grade of A, B, C or P (pass). <b>Corequisite:</b> A condition of enrollment consisting of a course that a student is required to simultaneously take in order to enroll in another course. Corequisites are enforced and a student will be blocked from enrolling if the student does not meet the stated co-requisite.
<b>A. READING</b>		
Complete ENGL 101 with a "C" or better or completion of READ 099 with a minimum grade of "P" (Pass), or completion of an Associate Degree or higher from a regionally accredited institution of higher		
<b>B. WRITING</b>		
Completion of ENGL 101 with a minimum grade of "C." NOTE: ENGL 101 may be taken with the Pass/No Pass option; however, students are cautioned that other colleges and universities may not accept ENGL 101 courses taken on a Pass/No Pass basis, especially for satisfaction of general education and major requirements. Students planning to transfer should check college catalogs for applicable policies.		
<b>C. MATHEMATICS</b>		
Completion of MATH 102 or higher or CIS 121 with a satisfactory grade or placement by AVC assessment into a math course higher than MATH 102.		