

COURSE REQUIREMENTS FOR REAL ESTATE SALES LICENSURE

Successful completion of three college-level courses is required to qualify for a Real Estate Salesperson examination:

1. Real Estate Principles (Real Estate 101), and
2. Real Estate Practice (Real Estate 201), and

One course from the following list:

- a. Real Estate Appraisal (Real Estate 208)
- b. Property Management
- c. Real Estate Finance
- d. Real Estate Economics
- e. Legal Aspects of Real Estate (Real Estate 102)
- f. Real Estate Office Administration
- g. General Accounting
- h. Business Law (Business Law 245)
- i. Escrows
- j. Mortgage Loan Brokering and Lending (Real Estate 207)
- k. Computer Applications in Real Estate
- l. Common Interest Developments

COURSE REQUIREMENTS FOR REAL ESTATE BROKER'S LICENSURE

Applicants for a Real Estate Broker's License examination must have successfully completed the following eight statutorily required college-level courses:

Experience: A minimum of two years full-time licensed salesperson experience within the last five years or, the equivalent.

(*Note: Please see DRE website for equivalency requirements)

1. Real Estate Practice (Real Estate 101); and
2. Legal Aspects of Real Estate; and
3. Real Estate Finance; and
4. Real Estate Appraisal (Real Estate 208); and
5. Real Estate Economics or Accounting*; and

Three courses from the following list:

- l. Real Estate Principles (Real Estate 101) **(Note: this class is mandatory for the Real Estate Sales Examination)**
- m. Business Law (Business 245)
- n. Property Management
- o. Escrow
- p. Real Estate Office Administration
- q. Mortgage Loan Brokering and Lending (Real Estate 207)
- r. Advanced Legal Aspects of Real Estate
- s. Advanced Real Estate Finance
- t. Advanced Real Estate Appraisal
- u. Computer Applications in Real Estate
- v. Common Interest Developments

Note, Courses that do not have a correlating class number may not be offered at Fullerton College, are listed/named differently than the DRE's generic website description or, are not being offered this semester. Also, certain course such as General Accounting, Advanced RE Finance, Advanced RE Appraisal etc., might be satisfied with similar like courses. The DRE will make the decision based on student's submission of transcripts and, very frequently, a copy of the like course's description as the equivalent.