



## Business, Law, and Information Technology Career and Academic Pathways (CAPs) Program Map: Skills Certificate for Real Estate Sales

Total number of units: 12 - 14 units

Top Code/Academic Plan: 5110.00

Updated on May 2, 2022

Fall Semester	Course Code	Course	Units	Notes	Advising Notes
Program Course	REAL ES 001	<b>Real Estate Principles</b>	<b>3</b>	No pre-requisites are required for these courses. Real Estate Principles is a required course for a real estate salesperson license.	These courses are offered on-campus and online. When an on-campus course is typically offered in the mornings and evening. Note: This course is currently only being offered online until further notice.
Program Course	REAL ES 003	<b>Real Estate Practices</b>	<b>3</b>	No pre-requisites are required.	These courses are offered on-campus and online. When on-campus course is typically offered in the mornings and evening. Note: This course is currently only being offered online until further notice.
Program/GE Course	Two Courses from the following: LAW 001, ACCTG 001, REAL ES 005, REAL ES 007, REAL ES 009, REAL ES 011, REAL ES 021.	<b>Business Law I, Introductory Accounting I, Legal Aspects of Real Estate I, Real Estate Finance, Real Estate Appraisal I, Escrow Principles, Real Estate Economics.</b>	<b>6 to 8</b>	No pre-requisites are required for these courses. Real Estate Principles is a required course for a real estate salesperson license. You must complete two courses from this set of electives in order to complete this certificate. ACCTG 001 is a five-unit course. ACCTG 001 has sections that include a low cost (LCT) or no cost textbook (ZTC). Check the current catalog for the section number(s). You can search for classes in the ELAC and LACCD Schedule of Classes under "Class Search Type" as "Zero Textbook Cost" or "Low-Cost Textbook Classes."	These courses are offered on-campus and online. When an on-campus course is typically offered in the mornings and evening. Note: This course is currently only being offered online until further notice.

**Total Units 12 to 14**

### Degree Path and Requirements:

The course in this certificate may also be applied toward other certificates. Please contact an academic counselor or the Business Administration department for more information.

This map is a suggested term-by-term sequence of courses to complete the program in a recommended time frame. This is an efficient and recommended plan, but actual plans may vary by individual student need. This map cannot replace a meeting with [counselors](#).

### Department Advising Notes:

Contact ELAC's Business Administration Department for more information:

Campus Location: F7-303

General Telephone Number: (323) 415-4149

Department website can be found in [here](#).

Real Estate Professor Olivia Anderson can be contacted in [here](#).

### Program Description

This program prepares students for the State Real Estate Salesperson Licensing Examination. A Licensed Real Estate Salesperson sells houses and other real estates under the guidance of a Licensed Real Estate Broker.

### Career and Transfer Opportunities

Build your resume or follow a well-rounded path toward understanding what it means to be a real estate professional. Here at ELAC, you have five opportunities to build your knowledge and build your resume in real estate so you can be an investor or advance in a real estate and property career.

Visit the [Transfer Center](#) for transfer information, which varies based on transfer college. Make an appointment with a [counselor](#). Students can visit [Career and Job Services](#) for career counseling and further exploration.

### Youtube Videos

[California Community Colleges – Career Education: Real Estate Career Video](#)

### Program Map

A suggested sequence of classes to complete a degree, certificate, or program of study. Students should consult an academic counselor for variations to this plan based on part-time or full-time status, transfer plans, pre-requisites needed, etc.

### Prerequisite Course

A specific course that must be completed before advancing to the next course.

Check the online catalog at [elac.edu](http://elac.edu) for the latest and most accurate information.

**Contact**

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