



West Valley College Program Outline Report

Program Basics

Program Title:	Real Estate Salesperson License
Program Status:	In development
Department:	WVC Business
Award Type:	Certificate of Achievement (Credit)
Program Description	<p>West Valley College offers students an opportunity to take all of the courses needed to obtain a Real Estate Salesperson License in California. The California Department of Real Estate (DRE) requires license applicants to take three real estate classes before taking the Real Estate Salesperson exam, which must be passed in order to obtain a renewable real estate Salesperson License. A Salesperson License is necessary in California for a person to be able to buy or sell real estate on another's behalf. Upon completion of the Certificate requirements, students will be eligible to take the Real Estate Salesperson exam. A student can take this exam once the student has demonstrated to the DRE that the student has completed the required coursework. Certificate holders will have a strong educational background that will help them succeed in passing the exam. Upon passage of this exam, the Certificate holder will be issued a California Real Estate Salesperson License. Examples of possible careers include: real estate sales, property management, mortgage lending industry, title insurance, escrow, real estate office administration, development. The Certificate satisfies the licensing requirements in Title 10 of the California Code of Regulations.</p>
Control Number:	No value
Credential ID:	No value
Transferability:	Not transferable
Program TOP Code (SP01) :	0511.00
Program TOP Code (SP01) :	Real Estate
Student Program Award (SP02) :	Certificate requiring 8 to fewer than 16 semester units (approved by Chancellor's Office)
Maximum Units:	9
Minimum Units:	9
Curriculum Committee Approval Date:	No value
Board of Trustees Approval Date:	No value
External Review Approval Date:	No value

Proposal Details

Proposal Start:	Fall 2023
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New Program Justification or Revision Notes:

Students who complete the Real Estate Salesperson License will be able to demonstrate to the California Department of Real Estate (DRE) that they have completed all of the courses necessary to be eligible to take the California Salesperson License exam with the DRE.

Submission Rationale

- New Program

Program Requirements

Real Estate Salesperson License (Total 9)

Complete all of the following

Required Courses (Total 6)

Complete all of the following

RLST090 - Principles of Real Estate 3

RLST091 - Real Estate Practice 3

Electives (Total 3)

Complete the following number of units: 3

BUSN028 - Business Law 3

RLST092 - Real Estate Economics 3

RLST093A - Legal Aspects of Real Estate I 3

RLST094C - Real Estate Appraisal Principles and Procedures 3

RLST095A - Real Estate Finance 3

RLST096A - Real Estate Investment I 3

RLST099 - Property Management 3

Recommended Sequences

Real Estate Salesperson License

Fall Year 1 (Total 6)

Real Estate Salesperson License RLST090 - Principles of Real Estate 3

Real Estate Salesperson License RLST091 - Real Estate Practice 3

Spring Year 1 (Total 3)

Electives (Total 3)

Take one of the following

BUSN028 - Business Law	3
RLST092 - Real Estate Economics	3
RLST093A - Legal Aspects of Real Estate I	3
RLST094C - Real Estate Appraisal Principles and Procedures	3
RLST095A - Real Estate Finance	3
RLST096A - Real Estate Investment I	3
RLST099 - Property Management	3

Program Outcomes

Real Estate Salesperson License

PSLO	Performance
Demonstrate to the DRE that they have completed all of the required classes necessary to be eligible to take the state licensing exam for the Real Estate Salesperson license.	70
Demonstrate an understanding of the legal and ethical obligations of real estate agents.	70
Demonstrate an understanding of the complexity of a real estate transaction.	70
Demonstrate an understanding of the variety of career options available to those with a real estate background and a Salesperson license.	70

Program Narrative

I. Program Goals and Objectives

The goal of the Certificate is to provide students the education and evidence necessary to be eligible to take the California Department of Real Estate Salesperson exam.

The Certificate provides the skills necessary to work in all aspects of the real estate industry. The emphasis of the Certificate is on the areas of real estate law tested by the California Department of Real Estate. Other areas of the Certificate provide students exposure to the real world of the real estate industry.

Upon completion of the Certificate, students will be able to:

- 1) demonstrate to the DRE that they have completed all of the required classes necessary to be eligible to take the state licensing exam for the Real Estate Salesperson license.
- 2) demonstrate an understanding of the legal and ethical obligations of real estate agents.
- 3) demonstrate an understanding of the complexity of a real estate transaction
- 4) demonstrate an understanding of the variety of career options available to those with a real estate background and a Salesperson license.

II. Catalog Description

West Valley College offers students an opportunity to take all of the courses needed to obtain a Real Estate Salesperson License in California. The California Department of Real Estate (DRE) requires license applicants to take three real estate classes before taking the Real Estate Salesperson exam, which must be passed in order to obtain a renewable real estate Salesperson License. A Salesperson License is necessary in California for a person to be able to buy or sell real estate on another's behalf.

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- 1) demonstrate to the DRE that they have completed all of the required classes necessary to be eligible to take the state licensing exam for the Real Estate Salesperson license.
- 2) demonstrate an understanding of the legal and ethical obligations of real estate agents.
- 3) demonstrate an understanding of the complexity of a real estate transaction
- 4) demonstrate an understanding of the variety of career options available to those with a real estate background and a Salesperson license.

Examples of possible careers include:

- real estate sales
- property management
- mortgage lending industry
- title insurance
- escrow
- real estate office administration
- development.

The Certificate satisfies the licensing requirements in Title 10 of the California Code of Regulations.

III. Program Requirements

	Dept	Name	Units	Sequence
Required Core (6 units)	RLST 090	Principles of Real Estate	3	Yr 1, Fall
	RLST 091	Real Estate Practices	3	Yr 1, Fall
Electives (3 units)	RLST 092	Real Estate Economics	3	Yr 1, Spring
	RLST 093A	Legal Aspects of Real Estate 1	3	Yr 1, Spring
	RLST 094A	Principles and Procedures of Real Estate	3	Yr 1, Spring
	RLST 095A	Real Estate Finance	3	Yr 1, Spring
	RLST 096A	Real Estate Investment 1	3	Yr 1, Spring
	RLST 099	Property Management	3	Yr 1, Spring
	BUSN 028	Business Law	3	Yr 1, Spring

IV. Master Planning

The purpose of this certificate aligns with the college's mission statement which supports students to reach their career goals in the field of real estate.

The Certificate is designed to give students a pathway to obtaining a Real Estate Salesperson license. With such a license students will be able to pursue numerous job opportunities in various real estate fields.

The Certificate is consistent with the mission of the community college system. The Department of Real Estate automatically recognizes community college level real estate classes as counting towards the license requirements. By enabling students to obtain their license, this Certificate is appropriate for students who do not wish to complete a four-year college degree. It is also appropriate for students who are coming back to college after or while working full time. A variety of students take our Real Estate classes.

In order for students to break into the real estate careers field, they need to be licensed. In order to be licensed so they need to take the California Department of Real Estate Salesperson license exam. Potential licensees are only eligible to take the exam if they have taken three college level classes. This Certificate is a recognition that students have taken the requisite classes to be eligible to take the license exam. By enabling students directly to start their careers in real estate, this supports the college's CTE goals and is complementary to our other CTE programs.

The Certificate was originally created back in the 2000's. However in the early 2010s we were instructed by then Dean Frank Kobayashi to discontinue the Certificate because it was for less than 12 units. Since then state law has changed and now Certificates that are nine units are allowed under state law.

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V. Enrollment and Completer Projections

Dept	Name	# of Sections	2020-2021	2021-2022	Projected
Required Core (6 units)					
RLST 090	Principles of RE	4	141	119	120
RLST 091	RE Practices	3	67	63	60
Elective Courses (3 units)					
RLST 092	RE Economics	1	32	16	25
RLST 093A	Legal Aspects of RE	1	22	16	20
RLST 094A	RE Appraisal Principles and Procedures	1	23	19	19
RLST 095A	RE Finance	1	26	28	27
RLST 096A	RE Investments I	1	26	17	23
RLST 099	Property Mgmt	3	50	55	53
BUSN 028	Business Law	14	317	284	300

VI. Place of Program in Curriculum/Similar Programs

This Certificate would not replace or change any existing programs at the College.

VII. Similar Programs at Other Colleges in Service Area

DeAnza College offers an AA degree and a Certificate of Achievement in Real Estate. However both programs require substantially more classes than our proposed Certificate. The classes required for both the degree and the Certificate are far more than are necessary in order to satisfy the Salesperson exam requirements.

SJCC has a "Certificate of Achievement" in Real Estate, as well as an AS degree in Real Estate. However both of these programs require far more classes than are necessary in order to be eligible to take the state Real Estate Salesperson license.

This proposed Certificate offers exactly what is required by the DRE, no more no less, so it is substantially more achievable than the programs offered at the other two schools.

VIII. Transfer Preparation Information

This Certificate includes classes that can transfer to the CSU system as general electives, but is not part of a major.