

Certificate of Achievement in Real Estate

This certificate provides entry-level skills for those seeking careers in the real estate industry. Students taking REAL ES 001, REAL ES 003, and a real estate elective qualify to seek a California Real Estate Salesperson's License. Most of the other real estate courses that are needed for the Real Estate Certificate will be helpful to those students seeking a California Real Estate Broker's License.

Complete the following 5 required courses

Course	Course Title	UNITS
REAL ES 001	Real Estate Principles	3
REAL ES 003	Real Estate Practices	3
REAL ES 005	Legal Aspects of Real Estate I	3
REAL ES 007*	Real Estate Finance I	3
REAL ES 009*	Real Estate Appraisal I	3

Complete 1 course from the following

Course	Course Title	UNITS
REAL ES 014	Property Management	3
REAL ES 021*	Real Estate Economics	3

Total units required: 18

**This course has a prerequisite or a corequisite*

DUAL ENROLLMENT COURSE DESCRIPTIONS



Instructional Services

<https://www.burbankusd.org/cte>

REAL ESTATE (REAL ES) 001—REAL ESTATE PRINCIPLES

Real estate principles provides a basic overview of the fundamentals of real estate, as well as, the background and terminology necessary for advanced study in specialized courses. This course must be completed prior to taking the real estate salesperson's licensing exam and is applicable toward the mandatory educational requirements for the sales license..

Fulfills 1 of the 7 required courses for the LAVC Real Estate Certificate

Lecture: 3 hours

Prerequisite: None

Recommended for 11th and 12th grade students

Recommended for the following BUSD Pathway Students: All BUSD Students

REAL ESTATE (REAL ES) 003—REAL ESTATE PRACTICES

SPRING 2024

This course deals with the day-to-day operations in real estate brokerage, including listing, prospecting, advertising, financing, sales techniques, escrow and ethics. It applies toward mandatory requirement for the brokers license.

Completion of this course fulfills 1 of the 7 required courses for the LAVC Real Estate Certificate

Lecture: 3 hours

Prerequisite: None

Recommended for 11th and 12th grade students

Recommended for the following BUSD Pathway Students: All BUSD Students