

Business & Management

# Real Estate Licensure Specialized Studies

**Accelerate Your Career**

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# Improve Your Career Options with Professional Certificate

## UCI Division of Continuing Education's professional certificate programs

help you increase or enhance your current skills or prepare for a new career. Courses are highly practical and instructors are qualified leaders in their field. Convenient online courses make it easy to learn on your own time, in your own way. A certificate bearing the UC seal signifies a well-known, uncompromising standard of excellence.

## For more information

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## Real Estate Licensure Specialized Studies

California dominates the list of top 20 hottest real estate markets for buying and selling with half of the country's most sought-after markets, according to a report by realtor.com<sup>1</sup>. And where buying and selling surge, so does demand for those who will educate buyers and sellers, negotiate on their behalf, and interact with other professionals critical to the process of buying or selling a home or investment property.

Job growth for real estate agents and brokers is projected to grow by 11 percent through 2022<sup>2</sup>, faster than the average for all occupations.

UCI Continuing Education's Real Estate Licensure Specialized Studies program was developed in collaboration with professionals in the real estate industry, and all courses are approved by the California Bureau of Real Estate (CalBRE)<sup>3</sup>. Students who complete the required coursework for this program satisfy the educational requirements necessary to sit for the real estate license exam.

## Who Should Attend

This program is ideal for you if:

- You are interested in pursuing a real estate license and meeting the requirements outlined by the CalBRE.
- You need to satisfy the educational requirements to sit for the real estate license exam.
- You are seeking continuing education to fulfill educational requirements to sit for the broker's license exam.
- You wish to learn more about personal investments and property acquisition.

<sup>1</sup> Realtor.com, June 1, 2015 (<http://www.realtor.com/news/trends/hottest-real-estate-markets-may-2015/>)

<sup>2</sup> Bureau of Labor Statistics, Occupational Outlook Handbook, Real Estate Brokers & Sales Agents, 2012 (<http://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm>)

<sup>3</sup> See <http://www.dre.ca.gov/> for requirement details



# Curriculum

## Program Benefits

- Demonstrate and apply the content mandated by the CalBRE.
- Satisfy the 135 hour education requirement necessary to sit for the Real Estate License exam.
- Exhibit knowledge of agency and fiduciary responsibility, and an understanding of real estate opportunities and risk.
- Improve your chance of passing the license exam with optional real estate license exam preparation course.
- UC Irvine is fully accredited by the Senior Commission of the Western Association of Schools and Colleges.

## Specialized Studies Award Requirements

To earn the Real Estate Licensure specialized studies certificate, individuals must complete the three (3) required courses for a total of 13.5 units (135 hours of instruction) with a grade of “C” or better. To receive the award after completing all program requirements, students must submit a **Specialized Studies Certificate Request** form. All requirements must be completed within five (5) years after the student enrolls in his/her first course.

Students not pursuing the award are welcome to take as many individual courses as they wish.

## Program Fees

The total cost of the program varies depending on the courses selected. Actual fees may differ from the estimate below. Fees are subject to change without prior notice.

Course fees	\$2,180
(\$245 for exam prep; \$645 each for required courses)	
Candidacy fee	\$35
Textbooks	\$170
<b>Total Estimated Cost</b>	<b>\$2,385</b>

## Required Courses

### Real Estate Principles

MGMT\_X485.2 (4.5 units)

This practical study of the basic principles, economic aspects, and laws of real estate covers the information needed to obtain a real estate license and/or for better management of personal investments. Topics include legal descriptions and estates; encumbrances, liens, and homesteads; agencies; contracts; mathematics; financing and lenders; appraisals; escrows; title insurance; leases, landlords, and tenants; urban economics and planning; taxation; and careers in real estate. This course applies toward the mandatory educational requirements for obtaining the California State Real Estate Salesperson and Broker Licenses. *This course is approved by the California Bureau of Real Estate, approval number #3635-15.*

### Real Estate Practice

MGMT\_X485.22 (4.5 units)

This course covers the elements of day-to-day real estate sales and brokerage practices, emphasizing the selling process and the handling of a real estate transaction from listing to closing escrow. Topics include securing and qualifying listings and prospects, advertising, financing, closing the sale, and expediting the escrow. Owning and operating a real estate business, managing salespeople and office personnel, budgeting, and developing and maintaining effective community relations also are covered. This course applies toward the mandatory educational requirements for obtaining the California State Real Estate Salesperson and Broker Licenses.

### Real Estate Finance

MGMT\_X485.23 (4.5 units)

This course surveys the concepts, methods, and techniques of financing real estate transactions. Instruction covers sources, characteristics, and parameters of mortgage capital; fixed- and variable-rate mortgages; government-assisted financing, including VA, FHA, and first-time buyer programs; documentation; amortization, loan constants, present value, compound interest, APR, and debt coverage ratios; loan underwriting, including credit analysis and qualifying; loan processing, closing, and servicing; foreclosures; and construction, permanent, gap, wraparound, and leasehold financing. Case studies for financing proposals for single-family, multifamily, and commercial/ industrial transactions are featured. This course applies toward the mandatory educational requirements for obtaining the California State Real Estate Salesperson and Broker Licenses.

## Elective Course

### Real Estate Exam Preparation Course

MGMT\_826.1 (1.2 CEU)

This preparation course is an intensive review of the exam content, delivered by real estate instructors working in the field, and covering the content of the California licensing exam. Review property ownership, land use controls, and regulations; laws of agency and fiduciary duties; property valuation and financial analysis; financing; transfer of property; and the practice of real estate disclosures and contracts. Upon successful completion of three practice exams, you will understand what you know, and what you need to work on, to be positively prepared for success on exam day.



### **On-Site Training**

Our Corporate Training specialists can deliver this program or customize one that fits your company's specific needs. Visit [ce.uci.edu/corporate](http://ce.uci.edu/corporate) or call (949) 824-1847 for information.

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Continuing Education

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