



## **REAL ESTATE LICENSURE CERTIFICATE PROGRAM – ONLINE**

There are many reasons to choose a career in real estate: set your own schedule, be your own boss, knowledgeably invest in properties, form relationships with other agents, and collect commissions for home sales that you manage.

To help students prepare for the real estate license exam, and in response to ongoing employment growth in the real estate field, we have collaborated with real estate industry professionals to develop the Real Estate Licensure Specialized Studies Program. Coursework is modeled after the curriculum created by the California Department of Real Estate (CalDRE), and the National Association of Realtors (NAR). Official transcripts are a required document for the CalDRE Salesperson Exam/License Application. Official UCI DCE transcripts can be purchased through your DCE web account.

### **WHO SHOULD ENROLL**

This program is ideal for you if you:

- Are interested in pursuing a real estate license and meeting the other requirements outlined by the CalDRE
- Need to satisfy the educational requirements to sit for the real estate license exam
- Are seeking continuing education to fulfill educational requirements to sit for the broker's license exam
- Wish to learn more about personal investments and property acquisition

### **PROGRAM BENEFITS**

- Demonstrate and apply the content mandated by the CalDRE
- Satisfy the 135 hour education requirement necessary to sit for the Real Estate License exam
- Exhibit knowledge of agency and fiduciary responsibility, and understand 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

## **CERTIFICATE ELIGIBILITY AND REQUIREMENTS**

A certificate is awarded upon completion of the three required courses for 13.5 units (135 hours) of instruction, with a letter grade of “C” or better. To become an official candidate in the program, students pursuing the certificate must submit a Declaration of Candidacy with a non-refundable \$125 application fee. Students are encouraged to declare candidacy as soon as possible, but no later than after the third course in the program. To receive the digital certificate after completing all program requirements, students must submit a Request for Certificate. All requirements must be completed within five (5) years after the student enrolls in his/her first course. Students not pursuing a certificate are welcome to take as many individual courses as they wish.

## **CURRICULUM**

### **Real Estate Principles (4.50 Units)**

The Real Estate Principles course offers an understanding of real estate to prepare the student for the California real estate licensing exam and for better management of personal investments. Subjects taught in this course include the major topics of California law, property ownership and vesting, contracts, agency issues, land use regulations, ownership and finance, property valuation methods, taxation and much more.

### **Real Estate Finance (4.50 Units)**

The Real Estate Finance 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 and FHA; 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 and multifamily transactions are featured.

### **Real Estate Practice (4.50 Units)**

The Real Estate Practice 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.

## **TO ENROLL**

Visit [ce.uci.edu/realestate](http://ce.uci.edu/realestate) for full course descriptions, instructor biographies, and registration information.

## **FOR MORE INFORMATION:**

[BusinessPrograms@ce.uci.edu](mailto:BusinessPrograms@ce.uci.edu)