



Real Estate

WHY STUDY REAL STATE?

Coastline's Real Estate Program will help you learn applied real estate sales, property management, finance concepts, and new technology, such as using drones for real estate.

Being a real estate agent is so much more than a simple sale. It's about relationships and becoming a trusted advisor to your clients as they navigate the real estate market.

Increasingly, new entrants in the real estate field can succeed if they possess the latest technical knowledge and a strong academic background. The job entails not just walking people through properties, but also walking them through each step of the buying or leasing process. Let Coastline lead you there!

COURSES, CERTIFICATES, AND DEGREES

Coastline College is an approved provider of the Pre-License/ Statutory course requirements of the California Department of Real Estate including:

- Real Estate Principles
- Real Estate Practices
- Real Estate Finance

The Real Estate Property Salesperson Certificate of Specialization (9 units) is a comprehensive program that fulfills the education requirement for the State of California Real Estate Salesperson License and prepares students for the exam.
(<https://www.dre.ca.gov/files/pdf/re4.pdf>)

The Real Estate Lending and Mortgage Brokering Certificate of Specialization (15 units) is a program that will provide students with an overall training for careers in Real Estate.

The Real Estate Studies Certificate of Achievement (18 units) goes beyond the education requirements for state licensure and is designed to provide the knowledge to succeed in a rapidly changing real estate environment.

The Real Estate Broker Certificate of Achievement (24 units) is a comprehensive program that provides students with the requirements needed to become a State of California Real Estate Broker. The program courses are designed to enable the students to reach their course requirements to qualify for the Real Estate Broker License exam.



REAL ESTATE CAREERS

When you complete your Real Estate education at Coastline College, you are on track to complete your licensure and have tremendous opportunities for a career in Real Estate, including:

- Commercial Property Leasing
- Mortgage Loan Officer
- Real Estate Appraisal
- Real Estate Assessor
- Real Estate Construction
- Real Estate Finance
- Real Estate Investments
- Real Estate Office Manager
- Real Estate Transaction Coordinator
- Residential Property Management
- Residential Property Sales

EMPLOYMENT OUTLOOK

Examples of jobs and salaries available to students completing various courses or certificates include:

Appraisers and Assessors of Real Estate:

- \$57,010 median annual salary
- 3% job growth projection: 2019-29

Real Estate Brokers and Sales Agents:

- \$50,730 median annual salary
- 2% job growth projection: 2019-29

Property, Real Estate, and Community Association Managers:

- \$58,760 median annual salary
- 0% job growth projection: 2019-29

Sources: <https://.bls.gov>.

Affordable Tuition:

Coastline College is a California Community College, one of the most **affordable education** options and a **great value** compared to private education. Contact our Financial Aid Office at (714) 241-6239 to determine if you qualify for **financial aid**.

To view Coastline's mission, non-discriminatory policies, and accreditation details, please visit:

www.coastline.edu/about/vision-mission.

This information is subject to change. For current details, please refer to **coastline.edu** This brochure was funded through Carl D. Perkins V funds.



APPLY ONLINE
COASTLINE.EDU

ONLINE AND ONSITE EDUCATION:

GARDEN GROVE CAMPUS
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714-241-6209 Ext. 0
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For additional information, visit:
www.coastline.edu/academics/certificates