

# REAL ESTATE SALESPERSON, SC

**This program can be completed 100% online.**

**Note:** This degree/certificate leads to professional licensure in Nevada. Licensing requirements vary by state/territory and relocating could impact whether you will meet eligibility requirements for licensure. If you do not live in Nevada and/or do not intend to seek employment in Nevada, then your application for admittance will be under review to determine eligibility for licensure in your state prior to acceptance into the program. Please visit our Professional Licensure Programs (<https://www.tmcc.edu/vpaa/professional-licensure-programs/>) page for full details on the State Authorization Reciprocity Agreement.

## Program Description

Students completing the skills certificate-real estate salesperson curriculum will learn about professional organizations, types of property, the law of agency, law of contracts, listing agreements, easements, estates in the land, forms of ownership, legal descriptions, taxation, liens, contract law, deeds, probate, title insurance, recording, financing, leases, property management, appraisal, land use, subdividing, fair housing, ethical practices and closing statements. Also included is a study of the appropriate Nevada Revised Statutes and their Administrative Codes. Successful completion of RE 101 and RE 103 along with the passage of the Nevada Real Estate Exam qualifies one to become a licensed real estate salesperson in Nevada.

This program is not eligible for financial aid. However, it may be eligible for scholarship funding if the student is awarded scholarships.

Real Estate Career Map (<https://sites.tmcc.edu/flipbook/career-maps/>)

## Recommended Course Schedule

1st semester		Units
RE 101	Real Estate Principles	4
RE 103	Real Estate Law and Practice	4
<b>Semester Total</b>		<b>8</b>
<b>Total Units</b>		<b>8</b>

## Program Requirements

Skills Certificates can consist of a single course or a short set of courses that provide training for entry-level positions or career advancement. These short-term certificates may also prepare students to take state, national and/or industry-recognized certifications or licensing exams.

Skills certificates are awarded upon completion of coursework and marked on a student's transcripts at the end of the semester. Students cannot declare a skills certificate as one's major. Skills Certificates are not eligible for Financial Aid.

To earn a skills certificate, students must:

1. Maintain a minimum cumulative GPA of 2.0.
2. Have no financial or library obligation to the college.

Code	Title	Units
<b>Certificate Requirements</b>		
RE 101	Real Estate Principles	4
RE 103	Real Estate Law and Practice	4
<b>Total Units</b>		<b>8</b>

## Program Outcomes

Students completing the certificate will:

PSLO1: Understand basic real estate processes and principles, their applicability and how they relate to each other.

PSLO2: Understand and apply Nevada real estate law including statutes, regulations and codes and how real estate laws, principles and outcomes impact the real estate profession.

PSLO3: Understand and apply Nevada's real estate agency disclosure laws and process.

PSLO4: Have practical knowledge to understand and complete common real estate contracts.