

California Real Estate License
Course Requirements and CSUN Equivalents
(last updated November 24, 2009)

Department of Real Estate

www.dre.ca.gov

If a person wishes to engage in the real estate business and to act in the capacity of, advertise, or assume to act as a real estate broker or real estate salesperson within the State of California, a real estate license must first be obtained from the Department of Real Estate (DRE).

Before an applicant for a real estate sales license may obtain a license, he or she must apply for and pass a real estate examination and fulfill certain real estate education requirements. This document summarizes the education requirements and indicates how the CSUN curriculum satisfies those requirements. A complete description of the requirements and the application process can be found at www.dre.ca.gov.

I. SALESPERSON LICENSE:

Prior to taking the exam:

Successful completion of three college-level courses.

State Requirement

CSUN Equivalent

Real Estate Principles

FIN 338, Real Estate Principles

Real Estate Practice

No CSUN Equivalent

One course from the following list of choices:

Real Estate Appraisal

FIN 439, Real Estate Valuation

Property Management

No CSUN Equivalent

Real Estate Finance

FIN 433, Real Estate Finance

Real Estate Economics

Economics 350 or any 3-unit Economics course

Legal Aspects of Real Estate

BLAW 481, Real Estate Law (formerly BLAW 381)

Real Estate Office Administration

No CSUN Equivalent

General Accounting

Any 3-unit Accounting course

Business Law

Any 3-unit Business Law course

Escrows

No CSUN Equivalent

Mortgage Loan Brokering and Lending

No CSUN Equivalent

Computer Applications in Real Estate

No CSUN Equivalent

Common Interest Developments

No CSUN Equivalent

II. BROKER'S LICENSE:

State Requirement

CSUN Equivalent

Complete FIVE required courses:

Real Estate Practice	No CSUN Equivalent
Legal Aspects of Real Estate	BLAW 481 Real Estate Law (formerly BLAW 381)
Real Estate Finance	FIN 433 Real Estate Finance
Real Estate Appraisal	FIN 439 Real Estate Valuation
Real Estate Economics or Accounting	ECON 350 or any 3-unit Economics course Any 3-unit Accounting course.

Select THREE elective courses from among:**

Real Estate Principles	FIN 338. Real Estate Principles
Business Law	Any 3-unit Business Law course
Advanced Legal Aspects of R.E.	No CSUN Equivalent
Advanced R.E. Finance	No CSUN Equivalent
Advanced R.E. Appraisal	No CSUN Equivalent
Property Management	No CSUN Equivalent
Escrows	No CSUN Equivalent
Property Management	No CSUN Equivalent
Real Estate Office Administration	No CSUN Equivalent
Mortgage Loan Brokering and Lending	No CSUN Equivalent
Computer Applications in Real Estate	No CSUN Equivalent
R.E. Office Administration	No CSUN Equivalent
Common Interest Developments	No CSUN Equivalent

** If an applicant has completed both an accounting and a real estate economics course, only TWO courses from the list are required. Students completing the Real Estate Option at CSUN will only need to pass a DRE approved Real Estate Practice course to complete the State education requirements for the broker's license.

Experience Requirement

To qualify for the broker examination, a minimum of two years full-time licensed salesperson experience within the last five years or the equivalent is required. **An applicant with a four-year degree from a regionally accredited college is exempt from the two-year salesperson experience requirement.**

III. Useful Information

Required courses and exam prep courses are offered through private real estate schools and at community colleges such as Pierce, L.A. Valley and Mission College. A complete list of DRE approved courses is available at www.dre.ca.gov.