

California Real Estate License
Course Requirements and CSUN Equivalents
(as of July 1, 2003)

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. A broker applicant must also have two years of real estate experience or a degree from a four year university or college before applying for the exam.

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:

State Requirement

CSUN Equivalent

Real Estate Principles (required)

FIN 338. Real Estate Principles

After passing the exam:

All newly licensed salespersons are required to take two additional courses within 18 months of obtaining their license.

State Requirement

CSUN Equivalent

Real Estate Practice (required)

No CSUN Equivalent

and one course from the following list of choices:

Real Estate Appraisal

FIN 439. Real Estate Valuation

Real Estate Finance

FIN 433. Real Estate Finance

Real Estate Economics

Any 3-unit Economics course.

Legal Aspects of Real Estate

BLAW 481 Real Estate Law (formerly BLAW 381)

General Accounting

Any 3-unit Accounting course

Business Law

Any 3-unit Business Law course

Property Management

No CSUN Equivalent

Real Estate Office Administration

No CSUN Equivalent

Escrows

No CSUN Equivalent

Mortgage Loan Brokering and Lending

No CSUN Equivalent

Computer Applications in Real Estate

No CSUN Equivalent

In summary, CSUN business students who complete Finance 338 can obtain their salesperson license but must complete a Real Estate Practice course within 18 months after obtaining their license.

II. Broker's License:

State Requirement

CSUN Equivalent

Complete FIVE required courses:

Real Estate Practice

No CSUN Equivalent

Real Estate Law

BLAW 481. Real Estate Law (formerly BLAW 381)

Real Estate Financing

FIN 433. Real Estate Finance

Real Estate Appraisal

FIN 439. Real Estate Valuation

Real Estate Economics
or Accounting

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 R.E. Law

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 Admin.

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 therefore require only a college-level course in Real Estate Practice to complete the State course requirement for the broker's license.

IV. Useful Information

Required courses and exam prep courses are offered through private real estate schools such as Lumbleau, Anthony, and Real Estate Trainers, 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.

V. Useful Web Pages

Private Real Estate Schools

Lumbleau School of Real Estate

www.lumbleau.com

Anthony School of Real Estate

www.anthonyschools.com

Real Estate Trainers

www.retrainers.com

Community Colleges

Pierce College

www.piercecollege.edu

L.A. Valley College

www.lavc.edu