

California Real Estate Licenses
Course Requirements and CSUN Equivalents
(as of October 1, 2007)

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 have a minimum two years full-time licensed salesperson experience within the last five years. An applicant with a four-year degree from an accredited college may be exempt from the two-year salesperson experience requirement.

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:

You must complete three college-level courses from the lists below.

State Requirement

CSUN Equivalent

Real Estate Principles

FIN 338 Real Estate Principles

Real Estate Practice

No CSUN Equivalent

One course from the following list:

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

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

Common Interest Developments

No CSUN Equivalent

Since you will have completed a business law and an accounting class early in your studies at CSUN you will only need Real Estate Principles (FIN 338) and a Real Estate Practice course to qualify to take your exam.

CSUN Real Estate Majors

If you are completing the real estate option and you have already received your real estate salesperson license, you can waive the CSUN Finance 338 requirement. You will not receive three units of credit but you will be able to take the 400-level real estate classes.

II. Broker's License:

Applicants for a real estate broker license examination must have successfully completed the following eight statutorily required college-level courses.

State Requirement

CSUN Equivalent

Complete FIVE required courses:

Real Estate Practice	No CSUN Equivalent
Legal Aspects of Real Estate	BLAW 481 Real Estate Law
Real Estate Finance	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 Legal Aspects of Real Estate	No CSUN Equivalent
Advanced Real Estate Finance	No CSUN Equivalent
Advanced Real Estate Appraisal	No CSUN Equivalent
Property Management	No CSUN Equivalent
Escrow	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
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. Therefore students completing the Real Estate Option at CSUN require only a college-level course in Real Estate Practice to complete the education requirement for the broker 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.