

**CERTIFICATE OF ACHIEVEMENT**

The Certificate of Achievement in Real Estate provides students with the knowledge and skills necessary to make intelligent decisions in the acquisition, ownership and disposition of real estate. The certificate offers entry-level proficiency for real estate salesmen, brokers, property managers and appraisers. The program also provides enrichment for currently employed escrow officers, loan officers, building contractors and land developers.

Successful completion of RE 101 and RE 103 will enable students to satisfy requirements of the Nevada State Real Estate Commission to take the Salesman’s Exam. RE 101, RE 103 and RE 206 are among several courses required by the Nevada Real Estate Commission to take the Broker’s Exam.

**STUDENT LEARNING OUTCOMES – Graduates of this program will have the opportunity to:**

- Explain real estate listing practices and how they apply to the real estate market in general.
- Apply negotiation strategies to real-estate professional situations involving real estate transactions.
- Explain the purpose of a standard real estate appraisal and the practices by which it is used.
- Demonstrate ability to complete real estate transactions in accordance with local, state, and federal guidelines.

**GENERAL EDUCATION REQUIREMENTS (6 Credits):**

	CR	SEMESTER
<b>COMMUNICATIONS:</b> BUS 108, COM 101, 102, 215, ENG 100, 101, 102, 107, 113, 114, 205, JOUR 102, THTR 105	3-5	_____
<b>HUMAN RELATIONS:</b> ALS 101, ANTH 101, 112, 201, 205, HIST 105, 106, 107, 150, 151, 210, 247, 260, HMS 130, 135B, 265B, MGT 100B, 283, PHIL 135, PSC 201, PSY 101, 102, 207, 208, 261, SOC	3	_____

**SPECIAL PROGRAM REQUIREMENTS (24 Credits):**

	CR	SEMESTER
<b>RE 101</b> Real Estate Principles	3	_____
<b>RE 102B</b> Real Estate Math	3	_____
<b>RE 103</b> Real Estate Law and Practice	3	_____
<b>RE 199</b> Real Estate Investments	3	_____
<b>RE 202</b> Real Estate Financing and Insurance	3	_____
<b>RE 203B</b> Tax Aspects of Real Property Transactions	3	_____
<b>RE 205B</b> Real Property Management	3	_____
<b>RE 206</b> Real Estate Appraising	3	_____

Computation included in RE 102B

Human Relations included in RE 202

**30**  
Total Credits

Students may elect to graduate using the degree requirements in effect at the time of matriculation, or when they declared or changed major or the current catalog. If a program is official after a student has matriculated, the student may choose the degree requirements of the new program. In no case may a student use a catalog which is more than six years old at the time of graduation.

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