

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):

SPECIAL PROGRAM REQUIREMENTS (24 Credits):

	CR	SEMESTER
COMMUNICATIONS: BUS 108, COM 101, 102, 215, ENG 100, 101, 102, 107, 113, 114, 205, JOUR 102, THTR 105	3-5	_____
HUMAN RELATIONS: 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	_____

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

Computation included in RE 102B
Human Relations included in RE 202

NOTE: Courses with a B suffix (example - XYZ 123B) may be non-transferable for a NSHE baccalaureate degree.

RE-CT

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.

Guided Pathway
Certificate of Achievement-Real Estate (CA)
Total Credits 30

First Semester	Requirement	Credit Hours	Term
Elective	Communications	3	
RE 101	Real Estate Principles	3	
RE 102B	Real Estate Math	3	
Elective	Human Relations	3	
	Total	12	
Second Semester	Requirement	Credit Hours	Term
RE 103	Real Estate Law and Practice	3	
RE 199	Real Estate Investments	3	
RE 202	Real Estate Financing and Insurance	3	
	Total	9	
Third Semester	Requirement	Credit Hours	
RE 203B	Tax Aspects of Real Property Management	3	
RE 205B	Real Property Management	3	
RE 206	Real Estate Appraising	3	
	Total	9	
	Certificate Total	30	