



## Real Estate

TURNING AMBITION  
INTO COMMISSION

# Launch Your Career in Real Estate with Confidence

Start your real estate career with a program designed to build practical skills and industry knowledge. Explore property management, finance, appraisal, and investment through courses that meet California Department of Real Estate licensing requirements for both Salesperson and Broker exams. Learn on your schedule with flexible online, in-person, and asynchronous options. **Your future in real estate starts here!**

## START HERE



### HIGH SCHOOL STUDENTS - GET A HEAD START WITH DUAL ENROLLMENT!

Talk to a Counselor for more information.

#### Certificate of Achievement (CA)

Real estate  
24 units



#### Associate in Arts Degree (AA)

Real Estate  
60 units



Transfer to a 4-year institution

#### EXAM AND LICENSURE: REQUIRED COURSES

To learn about additional requirements, visit [dre.ca.gov](http://dre.ca.gov)

#### 1 Real Estate Salesperson

Complete **three college-level real estate courses** approved by the California Department of Real Estate.

Two core classes:

- RLEST 2A Principles of Real Estate (3 units)
- RLEST 5 Real Estate Practice (3 units)

One elective from the following:

- RLEST 7A Real Estate Appraisal (3 units)
- RLEST 8 Property Management (3 units)
- RLEST 6A Real Estate Finance (3 units)
- RLEST 9 Real Estate Economics (3 units)
- RLEST 4A Legal Aspects of Real Estate (3 units)

#### 2 Real Estate Broker

Complete **eight college-level courses** approved by the California Department of Real Estate.

Five core classes:

- RLEST 4A Legal Aspects of Real Estate (3 units)
- RLEST 5 Real Estate Practice (3 units)
- RLEST 6A Real Estate Finance (3 units)
- RLEST 7A Real Estate Appraisal (3 units)
- RLEST 9 Real Estate Economics (3 units)

Three electives from the following:

- RLEST 4B Advanced Legal Aspects of Real Estate (3 units)
- RLEST 2A Principles of Real Estate (3 units)
- RLEST 6B Advanced Real Estate Finance (3 units)
- RLEST 7B Advanced Real Estate Appraisal (3 units)
- RLEST 8 Property Management (3 units)
- RLEST 11 Real Estate Escrow Procedures (3 units)
- RLEST 20 Computer Applications in Real Estate (3 units)



Awarded upon satisfactory completion of the major course requirements and the General Education requirements.



Certificates can stand alone or stack toward advanced credentials. Arrows show where stacking options or connections exist.



I had such an incredible time experiencing your classes. I am currently taking online classes and feel very reminiscent of the in-person discussions and the atmosphere of classes that I took with you. I am thankful for the opportunity to continue my education as I start my career in the field!

Sydney Williams, Merritt Real Estate alumni

#### Ready to Start a New Career?

Take individual courses that meet the California Department of Real Estate ([dre.ca.gov](http://dre.ca.gov)) requirements for salesperson or broker licensing.

1 Pass the Real Estate Salesperson Exam and jumpstart your career! Learn to help clients buy, sell, and lease properties while gaining experience under a licensed broker. To qualify, complete three approved college-level real estate courses.

#### Qualify to take the Real Estate Sales in as little as one semester!

2 Earn your California Real Estate Broker license and unlock new opportunities—run your own business and lead a team of agents. To qualify, complete eight approved college-level courses. You will also need either: two years of full-time licensed salesperson experience in the past five years, two years of equivalent unlicensed experience, or a four-year degree with a major/minor in real estate.

For details, see [dre.ca.gov/examinees/BrokerExperience.html](http://dre.ca.gov/examinees/BrokerExperience.html)

#### Top Reasons to Become a Real Estate Agent

##### Unlimited Income

Your earnings grow with your sales, offering high income potential.

##### Flexible Schedule

Set your own hours and work independently.

##### Career Growth

Help clients make big decisions while building skills for future opportunities.

##### Become an Entrepreneur

Build your own business and brand.

#### Your Pathway to a Real Estate Career—Start Anywhere, Grow Everywhere

No matter your background or goal, we provide a supportive, flexible environment to help you start or grow your real estate career.



##### High School Students

Get a head start with Dual Enrollment (DE) opportunities! DE students in California are twice as likely to start college ready—and finish faster.



##### New to the Field

Take foundational courses that introduce key concepts in real estate, while building toward a Certificate of Achievement or an Associate in Arts (AA) Degree.



##### Preparing to Transfer

Complete an AA Degree while satisfying transfer requirements for four-year institutions with related programs in business or real estate.

#### DID YOU KNOW?

51% of CSU graduates started at a California Community College.

Source: [cccae.org/fast-facts/](http://cccae.org/fast-facts/)





## Get Started on Your Future Today

Scan the QR code or visit  
[www.merritt.edu](http://www.merritt.edu) to apply.



### Merritt College puts students first.

For decades, it has stood at the intersection of social justice, community empowerment, and career-focused education—expanding opportunity for underrepresented communities and supporting pathways into meaningful, living-wage careers. Whether you're switching professions, building new skills, or aiming for a promotion, Merritt's Career Education programs help you reach your goals through hands-on training, immersive career exploration, and support tailored to every student—especially working adults.

Our programs prepare students for licensure and certifications with strong pass rates and are aligned with high-demand jobs in the Bay Area and beyond. It's never been easier to complete a certificate, earn an Associate's degree, or prepare to transfer to a CSU or other four-year university. With flexible class times—morning, evening, and online—and services like counseling, the Learning Center, EOPS, and Student Accessibility Services (SAS), Merritt meets you where you are.



### Meet with a Counselor early and often!

Whether you're enrolling in classes, exploring career options or navigating personal challenges, Counselors have your back! Counselors are available through scheduled appointments, remote drop-ins, and e-counseling (for specific needs).



Visit [merritt.edu/counseling/](http://merritt.edu/counseling/) to learn more, or contact a dedicated Career Education Counselor at [MCCareerEd@peralta.edu](mailto:MCCareerEd@peralta.edu)