



**Real Estate Salesman**  
Level 1 Certificate

Catalog Year: 2019-20

**Business Pathway**

AC Course Number	Required Course Titles	Credit Hours	Semesters Offered	Course Modalities
<b>FIRST YEAR</b>				
<b>First Semester</b>				
<input type="checkbox"/> RELE 1201	Principles of Real Estate I	2	F, Sp	F2F
<input type="checkbox"/> RELE 1238	Principles of Real Estate II	2	F, Sp	F2F
<input type="checkbox"/> RELE 2201	Law of Agency	2	F, Sp	F2F
<input type="checkbox"/> RELE 1211	Law of Contracts	2	F, Sp	F2F
<input type="checkbox"/> RELE 1200	Contract Forms & Addenda	2	F, Sp	F2F
<input type="checkbox"/> RELE 1319	Real Estate Finance	3	F, Sp	F2F
<input type="checkbox"/> RELE 1221	Real Estate Marketing <b>or</b>	2	F, Sp	F2F
<input type="checkbox"/> RELE 2331	Real Estate Brokerage	3	TBD	F2F
	<b>TOTAL CREDIT HOURS</b>	15		

Semesters: Fall (F), Winter (W)Spring (Sp), Summer (Su)

Modalities: Face-to-face (F2F), Internet/online (Int), Hybrid (Hyb)



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### Business Pathway

#### Transfer Opportunities

Continue studies at Angelina College for Real Estate Level 1 Certificate. Some University offered Bachelor's Degree in Real Estate.

#### Marketable Skills

- 1) Work well on a team
- 2) Define, explain and interpret technical information
- 3) Use critical thinking to identify strengths and weakness to determine solutions
- 4) Identify appropriate information sources
- 5) Use math to answer questions
- 6) Schedule/coordinate Operations
- 7) Use current technology to diagnose and solve problems
- 8) Use Troubleshooting to determine causes and decide what to do about it
- 9) Think on your feet

#### Career Opportunities and Salaries

As the real estate market becomes more competitive and complex, some employers are preferring to hire candidates with a college degree. Some community colleges, colleges, and universities offer courses in real estate. Some offer associate's and bachelor's degree programs in real estate, and many others offer certificate programs. Courses in finance, business administration, economics, and law also can be useful.

##### **Occupations, beginning salaries:**

Real Estate Sales Agent - \$33,630 to \$45,990

#### Technical Skills

Real estate brokers and sales agents help clients buy, sell, and rent properties. Although brokers and agents do similar work, brokers are licensed to manage their own real estate businesses. Sales agents must work with a real estate broker.

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Modalities: Face-to-face (F2F), Internet/online (Int), Hybrid (Hyb)