Begin or advance your career in real estate by pursuing the Real Estate Certificate. This 44-unit program arms you with the information and skills you need to succeed during today’s uncertain markets.

You may obtain the certificate without a concentration or with a Concentration in Investments. In addition to the required courses, an ethics seminar must be completed at any time during the program.
Program Prerequisite

X 475.1 Real Estate Principles

Group A: Core Courses (All Required)

X 475.2 Real Estate Practice
X 475.4 Real Estate Finance
X 475.5 Real Estate Appraisal
X 476.7 Legal Aspects of Real Estate
X 476.15 Real Estate and Land Economics

Group B: Electives (4 Required)

Concentration in Investments
X 476.2 Property Management
X 476.3 Real Estate Investment Properties
X 476.32 Shopping Center Development, Leasing, and Management
X 476.321 Fundamentals of Commercial Real Estate
X 476.71 Advanced Legal Aspects of Real Estate
X 476.8 Real Estate Market Analysis
X 477.10 Real Estate Development
X 477.12 Real Estate Development, Construction, and Management of Residential and Retail Projects
X 477.5 Commercial Real Estate Leasing: Principles & Practices
X 477.6 Commercial Real Estate Leasing: Contracts & Administration
X 477.9 Real Estate Investment Analysis

No Concentration

You may fulfill your 4 electives by selecting any of the following courses as well as those under the Concentration in Investments.

X 432.3 Analysis of Financial Statements
X 476.01 Advanced Real Estate Finance
X 476.83 Securitization of Mortgages
X 476.87 Mortgage Loan Brokering and Lending
X 477.95 Using ARGUS and Spreadsheet Programs for Commercial Real Estate Analysis

Ethics Requirement

May be taken at any time during the program.

891.02 Business Ethics

Gary Bertisch Endowed Scholarship

Students who are pursuing the Real Estate Certificate may be eligible for the Gary Bertisch Endowed Scholarship. This award pays the full course fees for a maximum of 4 courses necessary to complete the program.

To be considered eligible for the scholarship, you must:

- Be officially enrolled in this certificate
- Be able to demonstrate a need for financial assistance
- Have completed at least two courses in the program with a grade point average of 3.0 or higher prior to scholarship application
- Maintain a grade point average of 3.0 or above

Applications are available at the time of the UCLA Extension catalog release each quarter, and are due no later than 5 pm, 2 calendar weeks later.

To download an application, visit uclaextension.edu. Click on Student Resources, select Financial Aid, and choose Endowed Scholarships. For more information call (310) 825-4246.

May be taken online.
General Information

Enrolling in a Certificate
To officially enroll in a certificate and be assured of completing the program under its current requirements, an Application for Candidacy and nonrefundable application fee must be submitted by the completion of the third course in the program. Enroll online at uclaextension.edu/realestate.

Grading
All courses to be applied toward this program must be taken for a letter grade; a grade of “C” or better is required. If you receive a grade of “C-” or lower, you must either repeat the course or confer with your Certificate Advisor to find a suitable substitute.

Course Scheduling
See the quarterly schedule of courses in the UCLA Extension catalog or visit our website: uclaextension.edu/realestate.

Internship
Internship in Real Estate (X 476.35) provides internship opportunities for students who have officially enrolled in this certificate and have completed a minimum of 5 courses in the program. For information contact Eric Hubert at (310) 825-1238; email: ehubert@uclaextension.edu.

Approximate Cost of the Program
You pay the fee for each course as you progress through the certificate. The total course and textbook fees vary according to which courses and format are chosen. The following include range of costs.
Candidacy Fee (Nonrefundable): $175
Course Fees: $4,800-$6,300
Textbooks: $900-$1,100

All international student fees, living expenses, transportation, and parking are in addition to the above. Note: International students must submit an application to UCLA Extension’s International Student Office. For more information visit uclaextension.edu/iso.

Contact Us
For more information about this certificate, including course selection advisement, record maintenance, transcript evaluations, problem resolutions, and course substitutions, call (310) 206-1654; email: bamcertificate@uclaextension.edu; or visit uclaextension.edu/realestate.

For more information about the real estate courses, textbooks, instructor follow-up, class locations, and advance course scheduling, contact Freda Bush at (310) 206-1555; email: fbush@uclaextension.edu.

In accordance with applicable Federal laws and University policy, the University of California does not discriminate in any of its policies, procedures, or practices on the basis of race, color, national origin, sex, sexual orientation, age, or disability. Inquiries regarding the University’s equal opportunity policies may be directed to Office of Registrar, UCLA Extension, Suite 214, 10995 Le Conte Ave., Westwood, Voice/TDD: (310) 825-8845. For information on services for students with disabilities, or questions about accessibility, please call (310) 825-7851 (voice or TTY). Wheelchair accessible.

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Educational Requirements for the Real Estate Salesperson License
To obtain a real estate salesperson license, you must first qualify for and pass a written examination. The California Department of Real Estate (DRE) general requirements are that you must be 18 years of age or older, have proof of legal presence in the United States (non-California residents should consult the DRE website), and be honest and truthful. In addition to these general requirements, the DRE requires successful completion of 3 college-level courses to qualify for the real estate salesperson exam as follows. The licensee must furnish an official transcript as evidence of the successful completion of all courses.

UCLA Extension Course Equivalent
X 475.1 Real Estate Principles
X 475.2 Real Estate Practice
and one course from the following list:

UCLA Extension Course Equivalent
X 1A Principles of Accounting
X 108 Business Law
X 475.4 Real Estate Finance
X 475.5 Real Estate Appraisal
X 476.15 Real Estate and Land Economics
X 476.2 Property Management
X 476.7 Legal Aspects of Real Estate
X 476.87 Mortgage Loan Brokering and Lending
X 477.95 Using ARGUS and Spreadsheet Programs for Commercial Real Estate Analysis
Real Estate Office Administration *
Escrows *
Common Interest Developments *

* No equivalent course currently offered.

Educational Requirements for the Real Estate Broker License
UCLA Extension offers courses that satisfy all the educational requirements for qualifying to take the Real Estate Broker License Exam. For complete information and/or a list of UCLA Extension courses that correspond to the requirements, call (310) 206-1579.

For real estate licensing requirements, contact the California Department of Real Estate (see below).

Licensing Information
California Department of Real Estate
Website .................................................................................... dre.ca.gov
General Information ...........................................................(916) 227-0931
Licensing (Sales/Brokers).............................................(916) 227-0904
Broker Examinations .......................................................(916) 227-0899
Salesperson Examination .............................................(916) 227-0900