

WHAT IS REAL ESTATE: PRE-LICENSE?

The Arizona Department of Real Estate requires completion of at least 90 hours of coursework and passing a school final exam, in order to be eligible to take the State of Arizona's real estate salesperson license exam.

Students who complete the program and pass the state licensing exam may buy or sell real estate.



The Arizona Department of Real Estate has approved Scottsdale Community College to offer online prelicensing education classes!

REA201 online meets the state requirements for prelicensing education. In addition to successfully completing the 90 hours, students must also pass a school exam with a score of 75% or higher in order to receive the certificate that allows them to sit for the state licensing exam.

REA290AH is a contract writing class that students must complete prior to working in real estate. Students who successfully complete both REA201 and REA290AH will receive a Real Estate CCL (Certificate of Completion) from the Maricopa County Community College District.

Take your 90 hour REAL ESTATE PRE-LICENSING COURSE in a flexible ONLINE format!

SCC's Real Estate: Prelicense program specifically prepares students to qualify to take the Arizona Real Estate Licensing exam and for a career in real estate. The program consists of REA201 – Real Estate Principles I and II and REA290AH – Real Estate Seminar: Contract Writing.

Designed to fit your schedule

1. Online format lets you work at days and times convenient to you.
2. Choose from a variety of start dates to fit your busy schedule.
3. Learn contract writing in REA290AH, in a one day seminar format.
4. Prepare for the Arizona Department of Real Estate license exam.

Scottsdale Community College
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Scottsdale, AZ 85256-2626
www.scottsdalecc.edu



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The Maricopa County Community College District does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. For Title IX/504 concerns, call the following number to reach the appointed coordinator: (480) 731-8499. For additional information, as well as a listing of all coordinators within the Maricopa College system, visit www.maricopa.edu/non-discrimination.



SCOTTSDALE
COMMUNITY COLLEGE
A MARICOPA COMMUNITY COLLEGE

REAL ESTATE: PRELICENSE CERTIFICATE



**YOUR FUTURE IN
REAL ESTATE
STARTS HERE!**



REAL ESTATE: PRELICENSE

Scottsdale Community College (SCC), accredited by the Higher Learning Commission, offers the Certificate (CCL) in Real Estate: Prelicense. The program specifically prepares students to qualify to take the Arizona Real Estate Licensing exam and for a career in real estate. The program consists of REA201 and REA290AH.



Why Real Estate At SCC?

- Learn the skills you need to become a successful Realtor® in Arizona
- Online class format fits your lifestyle
- Connect with real estate brokers at a career meet and greet event
- No hidden fees for extra services – tuition is set
- Pass/No Pass format lets you focus on learning, not on a specific grade
- Earn college credit for your efforts

Choose From a Variety of Start Dates

REA201 starts several times each semester, with different course lengths. You can choose the section that best meets your schedule!

| COURSE | DESCRIPTION |
|--|--|
| REA201 Real Estate Principles I and II Online course (6 credits) | Comprehensive survey of real estate principles to include: <ul style="list-style-type: none"> • Careers in real estate • Rights and interests in land • Forms of real property ownership • Types of business organizations • Methods of title transfer and title search • Real estate sales contracts • Mortgage and deeds of trust • Lending practices and loans • Real property taxes and assessments • Title closing and escrow and settlement • Property management and leases • Real estate appraisal • State licensing laws • Real estate brokerage and agency • Fair housing and equal credit laws • Real property insurance • Investment considerations |
| REA290AH Real Estate Seminar: Contract Writing In-person only (0.5 credits) | Contract writing skills, techniques, and requirements. Writing of basic real estate contracts, including purchase offers, counter offers, sales listing agreements, and riders. |



CAREER OUTLOOK

Employment of real estate brokers and sales agents is projected to grow 7 percent from 2018 to 2028, faster than the average for all occupations.

There will be a continued demand for real estate brokers and sales agents, since people turn to them when looking for a larger home, relocating for a new job, and for other reasons. Employment is projected to grow along with the real estate market.

Source:

www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm#tab-6

Take Your REAL ESTATE skills to the NEXT LEVEL!

CONTACT US TODAY

Wanting to take a class? Earn a certificate or pursue a degree? We can help you discover the knowledge and skills to improve your career and your life.

Contact us today to learn more.

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www.scottsdalecc.edu/degrees-certificates/real-estate-and-real-estate-appraisal

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