

# 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 prelicense 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

- Online format lets you work at days and times convenient to you.
- Choose from a variety of start dates to fit your busy schedule.
- Prepare for the Arizona Department of Real Estate license exam.

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[www.scottsdalecc.edu](http://www.scottsdalecc.edu)



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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 licensed real estate professional in Arizona
- No hidden fees for extra services – tuition is set
- One-on-one math tutoring
- In-person/virtual review sessions available
- Extensive study materials for school and state exams
- Direct access to instructor
- Pass/No Pass format lets you focus on learning, not on a specific grade
- Earn college credit for your efforts
- Take the school final as many times as you need, until you pass it during the semester

COURSE	DESCRIPTION
<b>REA201</b> Real Estate Principles I and II (6 credits)	Comprehensive survey of real estate principles
<b>REA290AH</b> Real Estate Seminar: Contract Writing (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.
<b>6.5 credits total</b>	

## Choose From a Variety of Start Dates

REA201 and REA290AH have several start dates each semester, with different course lengths. You can choose the section that best meets your schedules.



# CAREER OUTLOOK

Overall employment of real estate brokers and sales agents is projected to grow 2 percent from 2023 to 2033. About 46,000 openings for real estate brokers and sales agents are projected each year, on average, over the decade.

There will be a continued demand for real estate brokers and sales agents because people turn to these workers when looking for a new home, relocating, or purchasing property for a business, among other reasons. Employment is projected to grow along with the real estate market.

Brokers and sales agents earn most of their income from commissions on sales. The commission varies by the type of property and its value. Commissions often are divided among the buying agent, selling agent, brokers, and firms.

[www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm#tab-6](http://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm#tab-6)

Take Your **REAL ESTATE** skills to the next level!

**TO LEARN MORE,  
CONTACT US TODAY!**

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