

REAL ESTATE

Real estate sales agents help clients buy, sell, and rent properties. We offer on-campus and online classes to suit your busy schedule. **For more information, visit SimiInstitute.org or call 805.579.6200.**

Agent / Salesperson License

Real estate sales agents are licensed salespersons for real estate. An agent must work with a broker. Sales agents often work for brokers on a contract basis, earning a portion of the commission from each property they sell. A real estate agent is also sometimes referred to as a real estate salesperson.

In order to qualify for the written exam for a Real Estate Salesperson License in California, you must complete the following courses:

1. Real Estate Principles
2. Real Estate Practices
3. One (1) of the following courses:
 - Escrow
 - Legal Aspects of Real Estate
 - Real Estate Appraisal
 - Real Estate Economics
 - Real Estate Finance
 - Property Management
 - Real Estate Office Administration



PROPERTY MANAGEMENT (ON-CAMPUS) - \$295 COURSE FEE

45-hour course. Offered during Spring semester.

Teaches basics of residential property management including preparing property for rent, advertising property, written leases, and other legal aspects including eviction and tenant landlord laws. Also includes the basics about retail, commercial and industrial property management. Students receive certificate upon completion of the course. *Prerequisites: None.*

REAL ESTATE PRACTICE (ON-CAMPUS) - \$280 COURSE FEE

45-hour course. Offered during Fall semester.

This is the practical application of real estate knowledge to meet the needs of buyers, sellers, lessors, and lessees. Mandatory pre-license course for sales license applicants.

Prerequisites: None.

REAL ESTATE PRINCIPLES (ON-CAMPUS) - \$280 COURSE FEE

45-hour course. Offered during Fall semester.

Required by the Department of Real Estate (DRE) and meets the pre-licensing requirements for real estate and / or broker license. Covers every area of professional specialization and reviews all aspects of real property.

Prerequisites: None.

ONLINE REAL ESTATE CLASSES - PRICE VARIES

Offered year-round. All materials included. Please Note: There are no refunds for online real estate classes.

Real Estate Principles

Course Fee: \$139

Real Estate Escrow

Course Fee: \$139

Real Estate Appraisal

Course Fee: \$99

Real Estate Practice

Course Fee: \$99

Property Management

Course Fee: \$99

Real Estate Legal Aspects

Course Fee: \$99

Real Estate Finance

Course Fee: \$99

Real Estate Office Administration

Course Fee: \$99

Real Estate Economics

Course Fee: \$99

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