



CURRICULUM GUIDE 2006-2007

REAL ESTATE SALES BROKER

AA Degree and Certificate of Achievement Program

This curriculum is designed to prepare students for employment as a real estate sales broker. Opportunities exist in sales, appraising, with a real estate finance organization, or with a title company. The program qualifies students for the real estate sales broker examination.

Requirements for AA Degree:

- a) Complete Major Field and Supporting Courses with a 2.0 grade point average.
- b) Complete Plan A, B, or C General Education requirements. These are specified in the Ohlone College catalog.
- c) Complete at least 60 degree-applicable units with a 2.0 grade point average.
- d) Complete at least 12 units at Ohlone College.

Requirements for Certificate of Achievement:

- a) Complete Major Field courses as indicated below.
- b) Complete at least six units at Ohlone College.
- c) Maintain a 2.0 grade point average in Major Field courses.

MAJOR FIELD

| | | |
|--------|---------------------------------|----------|
| BA-106 | Applied Accounting | 3 |
| RE-121 | Real Estate Principles | 3 |
| RE-122 | Real Estate Practice | 3 |
| RE-124 | Legal Aspects of Real Estate | 3 |
| RE-126 | Real Estate Finance | 3 |
| RE-128 | Real Estate Appraisal | 3 |
| RE-149 | Real Estate Property Management | <u>3</u> |
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SUPPORTING COURSES

| | | |
|----------|--|----------|
| BA-102A | Principles of Economics-Macroeconomics | 3 |
| BA-123 | Math for Accounting and Business | 3 |
| BA-141A | Business Law | 3 |
| CAOT-153 | Introduction to Internet | <u>1</u> |
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