



**CURRICULUM GUIDE
2014-2015**

REAL ESTATE SALES BROKER ASSOCIATE

Certificate of Accomplishment in Real Estate Sales Broker Associate

Requirements for Certificate of Accomplishment:

- a) Complete satisfactorily the courses listed for the particular certificate.
- b) Complete at least 50% of the required units at Ohlone College.
- c) Maintain a 2.0 grade point average.

REAL ESTATE SALES BROKER ASSOCIATE

This is the second certificate in a series of three. A person wishing to attain the status of a Real Estate Broker should progress by earning a certificate for the Real Estate Sales Broker Associate before completing the Real Estate Sales Broker Certificate of Achievement.

Student Learning Outcomes

- 1. Explain the fundamental workings of real estate law and recognize the importance of legal guidelines for real estate transactions.
- 2. List differences between primary and secondary mortgage markets and clarify real estate financing options to clients.
- 3. Evaluate social and economic forces affecting real estate and describe how government policies impact real estate.

RE-122	Real Estate Practice	3
RE-124	Legal Aspects of Real Estate OR	3
BA-141A	Business Law	(3)
RE-126	Real Estate Finance	<u>3</u>
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Complete a minimum of two of the following courses:		6-8
BA-101A	Financial Accounting	5
BA-102A	Principles of Economics-Macroeconomics	3
BA-102B	Principles of Economics-Microeconomics	3
RE-117	Computer Applications in Real Estate	3
RE-128	Real Estate Appraisal	3
RE-149	Real Estate Property Management	<u>3</u>
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