



CURRICULUM GUIDE 2015-2016

REAL ESTATE SALES BROKER

Associate in Arts in Real Estate Sales Broker and Certificate of Achievement in Real Estate Sales Broker

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 Associate in Arts Degree:

- a) Complete Major Field and Supporting Courses with a grade of C or better.
- b) Complete Ohlone College General Education (Plan A), CSU GE (Plan B), or IGETC (Plan C) requirements. These requirements 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.
- b) Complete at least six units at Ohlone College.
- c) Maintain a 2.0 grade point average in Major Field courses.

Student Learning Outcomes

1. Communicate contractual obligations to the client and document the various types of alternative dispute resolutions.
2. Define the role and benefit of appraisals and appraisal reports.
3. Explain how the property management field provides a service for property owners.

MAJOR FIELD

BA-101A	Financial Accounting	5
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	<u>3</u>
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Total Required Units: 32