



**CURRICULUM GUIDE
2011-2012**

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 Plan A, B, or C General Education 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 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>
		10
	Total Required Units	31