



**CURRICULUM GUIDE
2012-2013**

REAL ESTATE SALES AGENT

Certificate of Accomplishment in Real Estate Sales Agent

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.

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Students may subsequently complete the Certificate of Accomplishment in Real Estate Sales Broker Associate and the Certificate of Achievement in Real Estate Sales Broker. A person entering the real estate field in the State of California must qualify as a sales agent before practicing in sales, mortgage sales, or business sales.

Student Learning Outcomes

- 1. Examine the basic laws and principles of California real estate.
- 2. Illustrate real estate listings, deposit receipts, escrows and financing.
- 3. Solve fundamental math concepts used in real estate.

RE-117	Computer Applications in Real Estate	3
RE-121	Real Estate Principles	3
	Choose a minimum of two courses from the following	6-8
BA-101A	Financial Accounting	5
BA-102A	Principles of Economics-Macroeconomics	3
BA-102B	Principles of Economics-Microeconomics	3
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	3
RE-128	Real Estate Appraisal	3
RE-149	Real Estate Property Management	<u>3</u>
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