



## **CURRICULUM GUIDE 2019-2020**

### **REAL ESTATE SALES AGENT/BROKER**

#### **Associate in Arts in Real Estate Sales Agent/Broker**

This program prepares students to pursue entry-level careers in today's fast paced Real Estate industry. The program includes in-depth instruction in computer applications, effective business communication skills, negotiation skills, and essential workplace "soft skills." Students with this Associate in Arts in Real Estate Sales Agent/Broker are well suited for careers in the Real Estate industry such as Real Estate Sales Agent/Broker, Title Officer, Appraiser, Property Manager, etc.

#### **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) or CSU GE for CSU (Plan B) 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.

#### **Student Learning Outcomes**

1. Demonstrate knowledge of basic laws and principles of California real estate.
2. Demonstrate knowledge of real estate listings, deposit receipts, escrows, and financing.
3. Demonstrate knowledge of fundamental math concepts used in real estate.

#### **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>
		9

Total Required Units: 32