



CURRICULUM GUIDE 2013-2014

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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