



CURRICULUM GUIDE 2017-2018

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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This is the first certificate in a series of three. 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. Effectively communicate the importance and benefits of real estate to clients.
2. Develop the appropriate real estate transaction for an individual client.
3. Apply critical thinking skills about property acquisition and financing options.

RE-117	Computer Applications in Real Estate	3
RE-121	Real Estate Principles	<u>3</u>
		6
Complete a minimum of two courses from the following courses:		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>
		12-14