

**Real Estate – Pre-License
(Provisional Sales Associate)**

Tuition: \$370.00

Number of Hours: 90

BOOKS	ESTIMATED COST	MATERIALS	ESTIMATED COST
Oklahoma Real Estate Principles by Dale Baze	Included	None	None

Course Description:

- Meets training requirements mandated by the state legislature to qualify individuals to sit for the state licensing exam to become a provisional sales associate as outlined by the Oklahoma Real Estate Commission. The Commission approves the curriculum and instructor and all topics are relevant to Oklahoma laws.
- Not a certification course (Certification Testing must be completed at Oklahoma Real Estate Commission).

Prerequisites:

- None.

Pertinent information:

- Students must attend the entire class.
- The first day of class, the date for the final three-hour exam will be discussed and scheduled.
- Once the student has passed the class and exam – they can take the Oklahoma licensing exam through the Oklahoma Real Estate Commission in Oklahoma City. Students must be 18 years of age to take the licensing exam.
- A Provisional Sales Associate is the holder of a nonrenewable Oklahoma real estate license.
- Within the first year from the date of licensure, an additional 45-clock hour post-licensing educational requirement must be completed in order to obtain a renewable license as a Real Estate Sales Associate. Those not completing the 45 clock hours of post-licensing education will lose their provisional license for one year and must take the basic course again.
- The Sales Associate is the holder of a three-year renewable Oklahoma real estate license and has a 21 clock hour continuing education requirement each active license term.
- The terms provisional sales associate and sales associate are synonymous in meaning except where specific exceptions are addressed in the Oklahoma Real Estate License Code; therefore, an individual may work as a Provisional Sales Associate until they complete requirements for the Sales Associate license.

For more information please contact a representative in Short-Term Adult Education.
1312 S. Sangre Rd. | Stillwater, OK 74074-1899 | www.meridiantech.edu | 405.377.3333 Toll Free: 888.607.2509



SHORT-TERM COURSE DESCRIPTION

Course Content:

- Nature of Real Estate
- Rights and Interests in Real Estate
- Legal Descriptions
- Title Search, Encumbrances and Land Use Control
- Transfer of Rights in Real Property
- Broker Relationships Act, Principles & Practices
- Service Contracts
- Estimating Transaction Expenses
- Value and Appraisal
- Marketing and Selling Real Property
- Fair Housing
- Contract Law Overview
- Contract Law and Performance
- Offers and Purchase Contracts
- Financing Real Estate
- Closing a Transaction
- Regulations Affecting Real Estate
- Disclosures and Environmental Issues
- Property Management and Leasing
- Risk Management

For more information, please call the Career Planning Center at 405-377-3333.

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