

**Information Booklet  
Residential Real Estate Brokerage  
AEC - EEC.1Y**



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## Residential Real Estate Brokerage - AEC EEC.1Y

Under the Real Estate Brokerage Act, Real Estate Agents will become **Residential Real Estate Brokers** and Real Estate Brokers can become **Agencies**. The purpose of the Residential Real Estate Brokerage Program is to train both Real Estate Agents and Real Estate Brokers.

The regulatory body that oversees the Real Estate industry, the [OACIQ](#), has established seven (7) competencies which the new Residential Real Estate Broker should have developed and mastered in order to act ethically and responsibly in their real estate brokerage practice.

1. Acting ethically and responsibly in one's brokerage practice
2. Managing one's professional activities in the field of real estate
3. Making use of general and special rules of law in brokerage transactions
4. Assessing the quality and the various building elements of an immovable
5. Estimating the market value of a residential immovable
6. Carrying out brokerage transactions pertaining to the sale, purchase, leasing or exchange of a residential immovable
7. Distinguishing the basic principles of mortgage financing

The program is a result of the work of a consortium of 20 colleges in the province who have in the past offered the Real Estate Agent and/or Broker programs and has been designed to allow the attainment of these competencies.

### Career Perspectives

This AEC program is designed to provide students with the necessary skills and knowledge to demonstrate that they have attained the seven (7) competencies required by the OACIQ. In order to obtain a license to practice in Quebec, candidates must write an exam\* with the OACIQ. The examination has been designed based on this competency framework.

In an effort to enhance brokers' skills and address the concerns of real estate professionals, **any candidate wishing to take the OACIQ certification exam must first successfully complete a basic training program recognized by the OACIQ**. The AEC "EEC.1Y Residential Real Estate Brokerage" offered by Champlain College Saint-Lambert is recognized by the OACIQ.

### \*Please Note:

The OACIQ exam may be written in English or French. Those who choose to write the exam in English will be required to prove, before they are issued their license, French language competency, as per the regulations. OACIQ exam fees are not included. You may consult the brochure of the *L'Office québécois de la langue française: Le français, un tremplin pour exercer une profession au Québec*.

### Program Overview

The program consists of eleven (11) credit courses for a total of 570 hours. Upon the successful completion of all eleven (11) courses the student is awarded an AEC (*attestation d'études collégiales*) and is admissible to write the OACIQ exam.

### Program Content

Course Number	Course Title	Hours	Credits
221-001-LA	Introduction to Residential Real Estate Brokerage	60	2.00
221-002-LA	Real Estate Property Law	60	2.00
221-003-LA	Real Estate Business Law	60	2.00
221-004-LA	Real Estate Brokerage Act	45	1.66
221-005-LA	Communication Skills in Real Estate	45	1.33
221-006-LA	Residential Construction	45	1.66
221-007-LA	Real Estate Mathematics	45	1.66
221-008-LA	Residential Real Estate Appraisal	45	1.66
221-009-LA	Residential Real Estate Brokerage Contracts	60	2.33
221-010-LA	The Promise to Purchase	45	1.66
221-011-LA	Presentation of the Offer to Purchase	60	2.00
	<b>Total</b>	<b>570</b>	<b>20</b>

### Projected Program schedule\*

Two or three weekday evenings from 6:30 pm - 10:00 pm AND every second Saturday from 9:00 am - 4:00 pm

***\*Schedule is subject to change***

### Admission Requirements to This Program

Students must have a Quebec Diploma of Secondary Studies or a High School Leaving Certificate or have received instruction deemed sufficient by the College. Although French is not a component in this program, any student who wishes to be successful in Quebec must assure that he/she has sufficient mastery of the language. Potential candidates may be required to take an appropriate remedial course(s).

**Interested candidates must attend a mandatory information session.**

## Admission Criteria to an Attestation of Collegial Studies (AEC)

You are eligible to register in an Attestation of Collegial Studies (AEC) program if you are a Canadian citizen or Permanent Resident or the holder of a valid Student Visa, and if you have the following:

- A Diploma of High School Studies **OR**
- A College Diploma or a University Degree **OR**
- A partial high school program, coupled with a recommendation from a current or former employer that you would benefit from pursuing your education at the post-secondary level.

### **AND**

You meet one of the following three conditions:

- You have not been a full-time student for at least two consecutive terms or one school year within the last 12 months.
- You are part of an agreement between the college and an employer, or you are sponsored within the terms of a government program (EMPLOI-QUÉBEC).
- You have completed at least one year of post-secondary studies spread over a period of one year or more.

## Program Cost

Please visit our website for details:

<https://champlainsaintlambert.ca/continuing-education-costs/>

Please note that if you choose to withdraw from a course(s) or if you fail a course(s), it may affect your student status and you may have to pay tuition fees. (Example - \$2.00 per course hour and a \$35.00 registration fee). Also, by withdrawing from a course(s) or failing a course(s) within your Attestation program, it may make it difficult or impossible for you to continue with your program at that time, it may delay you in the completion of your program, or it may hinder your opportunity to complete the program as the College cannot guarantee that the program will continue to be offered in the future.

# FLOWCHART: COURSE SEQUENCE

