



Program Map Real Estate

Degree: *Real Estate Brokerage Licensing - Associate of Applied Science (AAS)*
 Certificate: *Real Estate Licensing Level 1 (C1)*



BUSINESS

Program Description: If you are interested in working in real estate, you should be mature, highly motivated, flexible, organized, and detail oriented. Real Estate agents and brokers need to have a thorough knowledge of the real estate market in their communities. They are familiar with zoning and tax laws and are generally at the center of most real estate transactions.

Real Estate Brokerage Licensing – Associate of Applied Science Degree

Applicants for a broker license will need to have four years of experience as a licensed salesperson, plus demonstrate practical competency by providing a detailed list of brokerage activities engaged in by the applicant during this same period. This will ensure consumers who deal with brokers and their sponsored salespersons a level of service more solidly backed up by additional practical experience.

Real Estate Licensing Level 1 - Certificate

A minimum of 180 classroom hours of Real Estate instruction, comprised of five mandatory courses, is required to sit for the Texas Real Estate Sales Licensing Exam. A holder of a sales license can only perform real estate activities under the sponsorship (and supervision) of someone who holds a broker license.

The Real Estate Department is accredited by the [Accreditation Council for Business Schools and Programs](#). ACBSP is the premier accrediting association for business schools and programs with a focus on teaching excellence. The Real Estate College Credit program is also accredited by the [Texas Real Estate Commission \(TREC\)](#).

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Use this Program Map to choose courses with your college advisor and track your progress towards milestones and completion of program.

Pre-Degree Requirements		
Program Specific	Reading and Writing Placement <i>Placements based on TSI</i>	Mathematics Placement <i>Placements based on TSI</i>
<input type="checkbox"/> TSI is not mandated for the certificate program. <input type="checkbox"/> Prerequisites for ENGL 1301 – TSI complete in reading and writing or exempt.	<input type="checkbox"/> Basic Developmental Courses <input type="checkbox"/> ESOL Courses <input type="checkbox"/> INRW Courses	<input type="checkbox"/> MATD 0332 – Basic Math Skills <input type="checkbox"/> MATD 042x/032x – ALEKS Sequence <input type="checkbox"/> MATD 0385/0485 – Developing Mathematical Thinking Not prerequisite for MATH 1314/1324 <input type="checkbox"/> MATD 0370 – Elementary Algebra <input type="checkbox"/> MATD 0390 – Intermediate Algebra <input type="checkbox"/> Take MATD 0370 and MATD 0390 to prepare for MATH 1314/1324
C1: Level 1 Certificate D: Degree SEMESTER-BY-SEMESTER PROGRAM PLAN FOR FULL-TIME STUDENTS <i>Plans can be modified to fit the needs of part-time students by adding more semesters</i>		

C1	D	Semester 1	CR	Advising Notes
	●	EDUC 1300 - Effective Learning: Strategies for College Success	3 <input type="checkbox"/>	Submit graduation application for Certificate (C1) at the start of the semester. All first-time Austin Community College (ACC) students with fewer than 12 SCH of successful college credit must take the EDUC 1300 course in their first semester. All other students can choose a speech course from the Component Area Option section of the Core Curriculum Course List.
●	●	RELE 1406 - Real Estate Principles	4 <input type="checkbox"/>	RELE 1201 and RELE 1238 may be substituted.
●	●	RELE 2201 - Law of Agency	2 <input type="checkbox"/>	Prerequisites or Co-requisites: RELE 1406.

●	●	RELE 1211 - Law of Contracts	2 <input type="checkbox"/>	Prerequisites or Co-requisites: RELE 1406.
●	●	RELE 1200 - Real Estate Contract Forms and Addenda	2 <input type="checkbox"/>	Prerequisites or Co-requisites: RELE 1406.
●	●	RELE 1219 - Real Estate Finance	2 <input type="checkbox"/>	
●	●	Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives.
●		Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives. ACHIEVEMENT: Certificate (C1)
18	18	Program Semester Hours		
C1	D	Semester 2		Meet with your advisor
	●	BUSI 1301 - Business Principles	3 <input type="checkbox"/>	
	●	ENGL 1301 - English Composition I	3 <input type="checkbox"/>	
	●	COSC 1301 - Introduction to Computing	3 <input type="checkbox"/>	
	●	RELE 1321 - Real Estate Marketing OR MRKG 1311 - Principles of Marketing	3 <input type="checkbox"/>	
	●	Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives.
15		Program Semester Hours		
C1	D	Semester 3		Meet with your advisor
	●	GOVT 2306 - Texas State and Local Government	3 <input type="checkbox"/>	
	●	RELE 1325 - Real Estate Mathematics	3 <input type="checkbox"/>	
	●	ECON 2301 - Principles of Macroeconomics	3 <input type="checkbox"/>	
	●	Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives.
	●	Mathematics	3 <input type="checkbox"/>	Select from the appropriate section of the Core Curriculum Course List.
15		Program Semester Hours		
C1	D	Semester 4		
	●	RELE 2367 - Practicum (or Field Experience) - Real Estate OR RELE 2331 Real Estate Brokerage	3 <input type="checkbox"/>	Submit graduation application for Degree (D) at the start of the semester. Capstone Course – RELE 2367, RELE 2331. RELE 2367 - Prerequisites: RELE 1406 and 6 additional hours of Real Estate courses.
	●	Language, Philosophy, and Culture OR Creative Arts	3 <input type="checkbox"/>	Select from the appropriate section of the Core Curriculum Course List.
	●	Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives.
	●	Restricted Elective	3 <input type="checkbox"/>	* See below for the list of Restricted Electives. ACHIEVEMENT: Degree (D)
12		Program Semester Hours		
18	60	Total Program Hours		

* Choose Restricted Elective from: **Finance courses** BUSA 1313, BUSG 1303, BUSG 1304, BUSG 1341, RELE 1324; **Marketing courses** BMGT 1347, BUSI 1311, COMM 2327, MRKG 1301, MRKG 1302, MRKG 1311, MRKG 1313, MRKG 1391, MRKG 2312, MRKG 2333, MRKG 2348, MRKG 2349, MRKG 2371, MRKG 2375, MRKG 2388; **Real Estate courses** RELE 1303, RELE 1307, RELE 1309, RELE 1311, RELE 1315, RELE 1319, RELE 1321, RELE 1327, RELE 1333, RELE 1391, RELE 2301, RELE 2305, RELE 2331, RELE 2367.

Career Information

The data below are intended to be a guide and reference tool and represent local and regional employment information for occupations related to this program. This is not a guarantee of job placement in any of these occupations after successful completion of an ACC program.

Example positions available in Real Estate include Property, Real Estate and community Association Managers, Appraisers and Assessors of Real Estate, Real Estate Brokers, Real Estate Sales Agents

For additional information, visit the following resources:

[Real Estate Brokers and Sales Agents](http://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm) - <http://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm>
Bureau of Labor Statistics

[Real Estate Brokers](http://www.onetonline.org/link/summary/41-9021.00) - <http://www.onetonline.org/link/summary/41-9021.00>

[Real Estate Sales Agents](http://www.onetonline.org/link/summary/41-9022.00) - <http://www.onetonline.org/link/summary/41-9022.00>

US Department of Labor

Transfer Information

The Bachelor of Applied Arts and Science (BAAS) is an excellent alternative to the Bachelor of Business Administration (BBA) degree. The [BAAS at Texas State University](#) is designed to offer students the opportunity to earn college credit for prior learning assessment such as work/life experience and non-collegiate instruction. Students must still meet general education requirements and take upper level courses to complete the degree. Texas State's Round Rock campus provides a [transfer planning guide](#) to help students determine which ACC courses meet the requirements for its BAAS.

[Texas A&M University-Central Texas \(TAMUCT\)](#) offers classes in Killeen. To encourage a seamless transfer from community colleges to upper-level work at TAMUCT, the University has developed agreements with Central Texas community colleges to enable smooth transfers without a loss of credits for students who begin their studies with TAMUCT in mind.

Concordia University Texas offers an [online Bachelor of Applied Arts and Science in Business](#). The fully online program is designed around your schedule, so you can learn at your convenience. Classes are taught by professors with industry experience, with an emphasis on relevant, applicable skills.

In addition, students who earn a workforce degree at ACC now have the option to continue their studies and earn a bachelor's degree in business without transferring to a university campus. The [Associate of Applied Science to Bachelor of Applied Arts and Science 3+1 Degree Program](#) allows students who complete an A.A.S. degree at ACC to seamlessly transition to a Bachelor of Applied Arts and Science (B.A.A.S.) degree in business at Concordia University Texas. The program is available beginning fall 2017.