REAL ESTATE

Overview

Real Estate Associate of Applied Science Degree

Program Code: 10-194-1

For more information: wctc.edu/real-estate *(*http://www.wctc.edu/real-estate/*)*

Prepare for a rewarding career in real estate sales, property management, mortgage lending, property appraisal or property assessment. Study real estate law, real estate finance, building design and structure, accounting and real estate investments in an active learning environment, while earning valuable industry credentials along the way.

The minimum required course grades and program grade point average (GPA) for students under this catalog are:

Core Courses = C
General Studies Courses = C
Program GPA = 2.0

Build your degree along a career pathway. Start with a couple of courses or an entry-level credential to enter the job market in your area of interest, then continue with higher credentials on your educational path for job advancement and higher wages.

Career Pathway

1. Property Management Associate 18
2. Real Estate 62

Related Certificates that can be earned along the way.

- Mortgage Lending Technical Certificate (https://catalog.wctc.edu/programs/mortgage-lending/)
- Property Assessment Technical Certificate (https://catalog.wctc.edu/programs/property-assessment/)

This WCTC program prepares students to obtain the required licensure to be employed/practice in the state of Wisconsin. The College does not guarantee its curriculum matches the requirements for preparation, examinations, or licensure for other states.

Learning Outcomes
Program Outcomes

1. Prepare real estate contracts and documents in accordance with applicable laws.
2. Apply mathematical, financing and investment principles to real estate transactions.
3. Apply concepts of property valuation to real estate transactions.
4. Identify building construction and environmental issues in real estate transactions.
5. Manage real property consistent with applicable laws.
6. Apply real estate sales and marketing strategies.

Critical Life Skills

To help our students prepare for success in a workplace and society that is **increasingly global, multicultural and collaborative**, we provide curricular and co-curricular opportunities to develop critical life skills. WCTC is committed to teaching all students the following skills:

- **Communication:** Demonstrate appropriate communication.
- **Critical Thinking/Problem Solving:** Demonstrate critical thinking skills to analyze situations and solve problems.
- **Relationships:** Demonstrate effective interpersonal skills.
- **Self-management:** Demonstrate responsible and respectful behavior.

Required Courses

Listed below are the required courses for the program. To view the recommended sequence for taking courses click on the plan of study tab(s) above. Work with your Academic Advisor to design a program plan!

View your **Program Matrix** to find out when each course will be offered (term and time of day).

Code	Title	Credits
Core Courses		
101-105	Accounting Fundamentals	3
Approved Substitutes: 101-109 OR 101-111		
102-160	Business Law	3
104-102	Marketing Principles	3
104-114	Social Media Promotion	2
Approved Substitute: 104-109		
106-162	Introduction to Microsoft Word	1
Approved Substitute: 106-110		
106-163	Intro to Microsoft Excel	1
Approved Substitute: 106-110		
106-166	Business Presentation Software	1
Approved Substitute: 106-110		
194-108	Real Estate Sales	3
Approved Substitute: 194-101		
194-110	Intro to Property Assessment	2
194-160	Basic Appraisal Principles	2
194-161	Basic Appraisal Procedures	2
194-173	Building Design & Structure	3
194-180	Real Estate Fundamentals	3
194-182	Real Estate Law	3
194-184	Real Estate Finance	3
194-190	Property Management I	3
194-194	Real Estate Investments	3
General Studies		
801-136	English Composition 1	3
Approved Substitute: 801-223		
801-198	Speech	3
Approved Substitute: 801-196		
804-123	Math w Business Apps	3
Approved Substitutes: 804-107 OR 804-115 OR 804-116 OR 804-118 OR 804-195 OR 804-198 OR 804-211		
809-166	Intro to Ethics: Theory & App	3
809-195	Economics	3
Approved Substitutes: 809-143 OR 809-202		
809-196	Intro to Sociology	3

809-199	Psychology of Human Relations	3
Approved Substitute: 809-198		
Total Credits		**62**

Full-time, Fall Start Plan

First Year

Fall Term 1		Credits
104-102	Marketing Principles	3
194-180	Real Estate Fundamentals	3
	Credits	**6**

Fall Term 2		
194-182	Real Estate Law	3
801-136	English Composition 1	3
	Credits	**6**

Winter Interim		
106-163	Intro to Microsoft Excel This course will run 4 weeks.	1
	Credits	**1**

Spring Term 1		
102-160	Business Law	3
194-173	Building Design & Structure	3
	Credits	**6**

Spring Term 2		
194-190	Property Management I	3
804-123	Math w Business Apps	3
	Credits	**6**

Second Year

Summer Interim		
106-162	Introduction to Microsoft Word This course will run 4 weeks.	1
106-166	Business Presentation Software This course will run 4 weeks.	1
	Credits	**2**

Summer Term		
194-160	Basic Appraisal Principles	2
194-161	Basic Appraisal Procedures	2
	Credits	**4**

Fall Term 1		
104-114	Social Media Promotion	2
801-198	Speech	3
	Credits	**5**

Fall Term 2		
194-184	Real Estate Finance	3
809-199	Psychology of Human Relations	3
	Credits	**6**

Winter Interim		
809-195	Economics	3
	Credits	**3**

Spring Term 1		
194-108	Real Estate Sales	3
194-110	Intro to Property Assessment	2
	Credits	**5**

Spring Term 2		
194-194	Real Estate Investments	3
809-196	Intro to Sociology	3
	Credits	**6**

Third Year

Summer Term		
101-105	Accounting Fundamentals	3
809-166	Intro to Ethics: Theory & App	3
	Credits	**6**
	Total Credits	**62**

Part-time, Fall Start Plan

First Year

Fall Term 1		Credits
194-180	Real Estate Fundamentals	3
	Credits	**3**

Fall Term 2		
194-182	Real Estate Law	3
	Credits	**3**

Winter Interim		
106-162	Introduction to Microsoft Word	1
	Credits	**1**

Spring Term 1		
104-102	Marketing Principles	3
	Credits	**3**

Spring Term 2		
801-136	English Composition 1	3
	Credits	**3**

Second Year

Summer Term		
106-163	Intro to Microsoft Excel	1
106-166	Business Presentation Software	1
	Credits	**2**

Fall Term 1		
104-114	Social Media Promotion	2
	Credits	**2**

Fall Term 2		
801-198	Speech	3
	Credits	**3**

Spring Term 1		
194-173	Building Design & Structure	3
	Credits	**3**

Spring Term 2		
804-123	Math w Business Apps	3
	Credits	**3**

Third Year

Summer Term		
194-160	Basic Appraisal Principles	2
194-161	Basic Appraisal Procedures	2
	Credits	**4**

Fall Term 1

809-199	Psychology of Human Relations	3
102-160	Business Law	3
	Credits	**6**

Fall Term 2

194-184	Real Estate Finance	3
	Credits	**3**

Spring Term 1

194-110	Intro to Property Assessment	2
	Credits	**2**

Spring Term 2

194-190	Property Management I	3
	Credits	**3**

Fourth Year

Summer Term

101-105	Accounting Fundamentals	3
	Credits	**3**

Fall Term 1

809-166	Intro to Ethics: Theory & App	3
	Credits	**3**

Fall Term 2

809-196	Intro to Sociology	3
	Credits	**3**

Spring Term 1

194-108	Real Estate Sales	3
	Credits	**3**

Spring Term 2

194-194	Real Estate Investments	3
	Credits	**3**

Fifth Year

Summer Term

809-195	Economics	3
	Credits	**3**
	Total Credits	**62**

Full-time, Spring Start Plan

First Year

Spring Term 1		Credits
194-110	Intro to Property Assessment	2
194-180	Real Estate Fundamentals	3
	Credits	**5**

Spring Term 2

194-182	Real Estate Law	3
801-136	English Composition 1	3
	Credits	**6**

Summer Interim

106-162	Introduction to Microsoft Word This course will run 4 weeks.	1
	Credits	**1**

Summer Term

194-160	Basic Appraisal Principles	2

194-161	Basic Appraisal Procedures	2
	Credits	**4**

Fall Term 1

104-102	Marketing Principles	3
104-114	Social Media Promotion	2
804-123	Math w Business Apps	3
	Credits	**8**

Fall Term 2

194-184	Real Estate Finance	3
809-199	Psychology of Human Relations	3
	Credits	**6**

Winter Interim

106-163	Intro to Microsoft Excel This course will run 4 weeks.	1
	Credits	**1**

Second Year

Spring Term 1

194-108	Real Estate Sales	3
194-173	Building Design & Structure	3
	Credits	**6**

Spring Term 2

194-190	Property Management I	3
194-194	Real Estate Investments	3
	Credits	**6**

Summer Interim

106-166	Business Presentation Software This course will run 4 weeks.	1
	Credits	**1**

Summer Term

101-105	Accounting Fundamentals	3
809-195	Economics	3
	Credits	**6**

Fall Term 1

102-160	Business Law	3
809-166	Intro to Ethics: Theory & App	3
	Credits	**6**

Fall Term 2

801-198	Speech	3
809-196	Intro to Sociology	3
	Credits	**6**
	Total Credits	**62**

Part-time, Spring Start Plan

First Year

Spring Term 1		Credits
194-180	Real Estate Fundamentals	3
	Credits	**3**

Spring Term 2

194-182	Real Estate Law	3
	Credits	**3**

Summary Term

106-162	Introduction to Microsoft Word This course will run 4 weeks.	1
106-166	Business Presentation Software This course will run 4 weeks.	1
	Credits	**2**

Fall Term 1

104-102	Marketing Principles	3
	Credits	**3**

Fall Term 2

801-136	English Composition 1	3
	Credits	**3**

Second Year
Winter Interim

106-163	Intro to Microsoft Excel	1
	Credits	**1**

Spring Term 1

194-110	Intro to Property Assessment	2
194-173	Building Design & Structure	3
	Credits	**5**

Spring Term 2

804-123	Math w Business Apps	3
	Credits	**3**

Summer Term

194-160	Basic Appraisal Principles	2
194-161	Basic Appraisal Procedures	2
	Credits	**4**

Fall Term 1

104-114	Social Media Promotion	2
	Credits	**2**

Fall Term 2

809-196	Intro to Sociology	3
	Credits	**3**

Third Year
Spring Term 1

102-160	Business Law This course will run 16 weeks.	3
	Credits	**3**

Spring Term 2

194-190	Property Management I	3
	Credits	**3**

Summer Term

101-105	Accounting Fundamentals	3
	Credits	**3**

Fall Term 1

801-198	Speech	3
	Credits	**3**

Fall Term 2

194-184	Real Estate Finance	3
	Credits	**3**

Fourth Year
Winter Interim

809-195	Economics	3
	Credits	**3**

Spring Term 1

194-108	Real Estate Sales	3
	Credits	**3**

Spring Term 2

194-194	Real Estate Investments	3
	Credits	**3**

Summer Term

809-199	Psychology of Human Relations	3
809-166	Intro to Ethics: Theory & App	3
	Credits	**6**
	Total Credits	**62**