

Associate of Arts in Real Estate Studies

The Associate of Arts in Real Estate Studies examines the basic experience, education, licensing requirements, and personal attributes required to succeed in the real estate field. This online associate degree provides a good foundation in real estate topics for both aspiring and current real estate professionals including: salesperson; agent or broker; residential property inspector or appraiser; mortgage broker or loan officer; and property manager. Knowledge from this online associate program can also serve as a springboard to a bachelor's degree.

This program has been designed in consultation with industry business leaders and is accredited by the Accreditation Council for Business Schools and Programs (ACBSP) (<http://www.acbsp.org>).

Degree Program Objectives

In addition to the institutional and degree level learning objectives, graduates of this program are expected to achieve these learning outcomes:

- Discuss career opportunities that exist in the real estate industry and the personal, educational, experiential and licensing requirements that pertain to each.
- Identify broad perspectives on the principles, practices, legal and ethical issues that are important to successful practitioners of each type of real estate career.
- Apply specific skill sets important to each area of real estate practice including financial analysis, property appraisal, internet based marketing and research, contract negotiation, investment evaluation, personal marketing, time management and organizational skills, etc.
- Examine requirements to qualify for any licensing exams and/or other entry requirements (in the state(s) they plan to practice) pertinent to the area of real estate that they identify as of interest.
- Develop clear strategies, goals and objectives, and action plans to launch a successful real estate career upon graduation, discharge or retirement.

Degree at a Glance

Code	Title	Semester Hours
	General Education Requirements	30
	Major Required	24

Elective Requirements	6
Total Semester Hours	60

Degree Program Requirements

General Education Requirements (30 semester hours)

Code	Title	Semester Hours
Arts and Humanities (6 semester hours)¹		
Select 2 courses from the following:		6
ARAB100	Arabic I	
ARAB101	Arabic II	
ARTH200	Art Appreciation	
ARTH241	Film and Literature	
DSIN141	Image Enhancement using Adobe Photoshop	
FREN100	French I	
FREN101	French II	
GERM100	German I	
GERM101	German II	
JAPN100	Introduction to Japanese	
LITR215	Literature of American Encounters, Revolution, and Rebellion	
LITR218	From Abolition to #MeToo: Literature of the American Civil Rights Movement	
LITR222	Pivotal Figures in Early British Literature	
LITR225	British Literature from Wordsworth through the Wasteland	
LITR231	Leadership in World Literature: Antiquity to the Early Modern Period	
LITR233	Literature of the Newly Globalized World: The Individual's Struggle to Adapt	
MUSI200	Music Appreciation	
MUSI250	World Music and Cultures	
PHIL101	Introduction to Philosophy	
PHIL110	Critical Thinking	
PHIL200	Introduction to Ethics	
PHIL202	Philosophy of Science	
PORT100	Introduction to Brazilian Portuguese	
RELS201	Introduction to World Religions	
RUSS100	Russian I	
SPAN100	Spanish I	
SPAN101	Spanish II	
STEM270	Thinking and Acting Ethically	
Civics, Political and Social Sciences (6 semester hours)¹		

Select 2 courses from the following:	6
ANTH100 Introduction to Anthropology	
ANTH202 Introduction to Cultural Anthropology	
CHFD220 Human Sexuality	
COMM211 Social Media and Society	
COMM240 Intercultural Communication	
ECON101 Microeconomics	
ECON102 Macroeconomics	
ECON201 Microeconomics for Business	
ECON202 Macroeconomics for Business	
EDUC200 Humane Education: A Global Interdisciplinary Perspective	
GEOG101 Introduction to Geography	
HOSP110 Practical Food Safety and Awareness	
IRLS210 International Relations I	
LITR212 Forgotten America—Under Represented Cultures in American Literature	
LITR235 Four Points of the Compass: Culture and Society Around the World	
POLS101 Introduction to Political Science	
POLS210 American Government I	
PSYC101 Introduction to Psychology	
SOCI111 Introduction to Sociology	
SOCI212 Social Problems	
SOCI220 American Popular Culture	
STEM280 Exploring Society and Cultures via Science Fiction	

Communication: Writing, Oral, and Multimedia (9 semester hours)

COMM120 Information and Digital Literacy	3
ENGL110 Making Writing Relevant	3
Select 1 course from the following:	3
COMM200 Public Speaking	
ENGL101 Proficiency in Writing	
ENGL115 Argumentation and Rhetoric	
ENGL210 Introduction to Literature	
ENGL220 Technical Writing	
ENGL221 Scientific Writing	
ENGL226 Effective Business Communication	
HRMT101 Human Relations Communication	
IRLS200 Information Literacy and Global Citizenship	
ITCC231 Introduction to Information Technology Writing	
MGMT100 Human Relations	

History (3 semester hours)

Select 1 course from the following:	3
HIST101 American History to 1877	

HIST102 American History since 1877	
HIST111 World Civilization before 1650	
HIST112 World Civilization since 1650	
HIST121 Western Civilization before The Thirty Years War	
HIST122 Western Civilization since The Thirty Years War	
HIST221 African-American History before 1877	
HIST222 African-American History since 1877	
HIST223 History of the American Indian	
HIST270 History of Science	
STEM185 The History and Context of STEM	

Mathematics and Applied Reasoning (3 semester hours)

Select 1 course from the following:	3
ENTD200 Fundamentals of Programming	
MATH110 College Algebra	
MATH111 College Trigonometry	
MATH120 Introduction to Statistics	
MATH125 Math for Liberal Arts Majors	
MATH225 Calculus	

Natural Sciences (3 semester hours)

Select 1 course from the following:	3
BIOL180 Introduction to Biology	
BIOL181 Introduction to Human Anatomy and Physiology	
CHEM180 Introduction to Chemistry	
ERSC180 Introduction to Meteorology	
ERSC181 Introduction to Geology	
EVSP180 Introduction to Environmental Science	
PHYS180 Introduction to Physics	
SPST180 Introduction to Astronomy	
STEM100 Introduction to STEM Disciplines	

Total Semester Hours	30
----------------------	----

¹ All literature courses require successful completion of ENGL101 - Proficiency in Writing or ENGL110 - Making Writing Relevant.

Major Required (24 semester hours)

Code	Title	Semester Hours
ACCT105	Accounting for Non Accounting Majors	3
BUSN100	Basics of Business	3
BUSN120	Real Estate Principles	3
BUSN121	Real Estate Practice	3
BUSN220	Real Estate Finance	3
BUSN221	Real Estate Appraisal	3
BUSN222	Real Estate Property Management	3

LSTD202	Real Estate Law	3
Total Semester Hours		24

Elective Requirements (6 semester hours)

Code	Title	Semester Hours
	Students must complete 6 semester hours comprised of lower (100-200) level courses not taken to fulfill the requirements listed above. Additional general education courses may be taken to fulfill elective requirements.	6
Total Semester Hours		6