

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>).

ACBSP® is a registered trademark of the Accreditation Council for Business Schools and Programs.

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	
ARTH240	Survey of Photography	
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	
MUSI212	Jazz and Rock	
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
RELS101	Introduction to the Study of Religion
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
ANTH200	World Archaeology
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
POLS101	Introduction to Political Science
POLS210	American Government I
PSYC101	Introduction to Psychology
RELS250	Death and Dying
RELS260	Race & Religion
RELS270	Hope and Resilience
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
MATH112	Pre-Calculus
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
	Select any courses comprised of lower (100-200) level courses not already taken to fulfill the requirements listed above. Additional general education courses may be taken to fulfill elective requirements.	6
Total Semester Hours		6