

Real Estate

ASSOCIATE OF APPLIED SCIENCE DEGREE (AAS)

REQUIRED CREDITS: 61

DEGREE CODE: RE-AAS

DESCRIPTION

The Associate of Applied Science Degree in Real Estate provides the graduate with knowledge and skills to make intelligent decisions in the acquisition, ownership and disposition of real estate. The degree provides entry-level proficiency for real estate salesmen, brokers, property managers and appraisers. The program also provides enrichment for escrow officers, loan officers, building contractors and land developers.

STUDENT LEARNING OUTCOMES

- Explain real estate listing practices and how they apply to the real estate market in general.
- Apply negotiation strategies to real-life professional situations involving real estate transactions.
- Explain the purpose of a standard real estate appraisal and the practices by which it is used.
- Demonstrate ability to complete real estate transactions in accordance with local, state, and Federal guidelines.
- Demonstrate ability to obtain an official real estate license required to practice in the capacity of real estate agent.

**PLEASE NOTE** - The courses listed below may require a prerequisite or corequisite. Read course descriptions before registering for classes. All MATH and ENG courses numbered 01-99 must be completed before reaching 30 total college-level credits. No course under 100-level counts toward degree completion.

GENERAL EDUCATION REQUIREMENTS (22 CREDITS)

**MATHEMATICS (3 credits)**

BUS 109B; or MATH 104B or above (except MATH 122, 123)

**ENGLISH COMPOSITION (3-5 credits)**

See AAS policy p. 46 for courses

**COMMUNICATIONS (3 credits)**

COM 101, 102, 115, 215; ENG 102, 114, 205; JOUR 102; THTR 105

**HUMAN RELATIONS (3 credits)**

ALS 101; ECE 202; HIST 105, 106, 107, 150, 151, 210, 247, 260; HMS 130; MGT 100B, 283; PHIL 135, 210, 216, 245; PSC 201; PSY 101, 102, 207, 208, 261; SOC 101 or above; WMST 113

**NATURAL SCIENCE (3 credits)**

ANTH 102; AST; BIOL 101 or above; CHEM 103 or above; EGG 131, 132; ENV 101 or above; ET 131B; GEOG 103, 104, 116, 117; GEOL 100 or above; MT 102B, 110B; PHYS 110 or above

**FINE ARTS/HUMANITIES/SOCIAL SCIENCES (3 credits)**

AM 145 or above; ANTH 101 or above (except 102); ART 101 or above; CRJ 104; DAN 101; ECON; ENG 223 or above; GEOG 106; International Languages 101B or above; MUS 101 or above; THTR 100 or above (except 105)

**U.S. AND NEVADA CONSTITUTIONS (4-6 credits)**

See AAS policy p. 47 for courses

SPECIAL PROGRAM REQUIREMENTS (39 CREDITS)

**CORE REQUIREMENTS (36 credits)**

BUS 101	Introduction to Business	3
FT 125	Building Construction for Fire Protection	3
IS 101	Introduction to Information Systems	3
RE 101	Real Estate Principles	3
RE 103	Real Estate Law and Practice	3
RE 199	Real Estate Investments	3
RE 201B	Real Estate Brokerage	3
RE 202	Real Estate Financing and Insurance	3
RE 203B	Tax Aspects of Real Property Transactions	3
RE 205B	Real Property Management	3
RE 206	Real Estate Appraising	3
RE 295B	Work Experience I	3

**Choose one from the following (3 credits)**

MKT 210	Marketing Principles	3
RE 102B	Real Estate Math	3

FULL-TIME STUDENT DEGREE PLAN

Plan can be modified to fit the needs of part-time students by adding more semesters.

**FIRST SEMESTER Credits**

Complete Mathematics (see courses this page)	3
Complete AAS English Composition p. 46	3-5
Complete Communications (see courses this page)	3
Complete Human Relations (see courses this page)	3
IS 101 Introduction to Information Systems	3
<b>TOTAL CREDITS.....</b>	<b>15-17</b>

**SECOND SEMESTER Credits**

Complete AAS US/Nevada Constitutions <sup>1</sup> p. 47	4-6
BUS 101 Introduction to Business	3
FT 125 Building Construction for Fire Protection	3
RE 101 Real Estate Principles	3
MKT 210 or RE 102B	3
<b>TOTAL CREDITS.....</b>	<b>16-18</b>

**THIRD SEMESTER Credits**

Complete Natural Science (see courses this page)	3
RE 103 Real Estate Law and Practice	3
RE 199 Real Estate Investments	3
RE 201B Real Estate Brokerage	3
RE 202 Real Estate Financing and Insurance	3
<b>TOTAL CREDITS.....</b>	<b>15</b>

**FOURTH SEMESTER Credits**

Complete Fine Arts/Humanities/Social Science (see courses this page)	3
RE 203B Tax Aspects of Real Property Transactions	3
RE 205B Real Property Management	3
RE 206 Real Estate Appraising	3
RE 295B Work Experience I	3
<b>TOTAL CREDITS.....</b>	<b>15</b>

**DEGREE PLAN TOTAL CREDITS..... 61-65**

<sup>1</sup>PSC 101 satisfies this requirement at 4 credits. If the HIST option is chosen, complete HIST 101 or 111 in the second semester and HIST 102 or 217 in the third or fourth semester.

- NOTE**
- Course numbers with the “B” suffix may be non-transferable for a NSHE baccalaureate degree.
  - Course numbers with the “H” suffix are designated Honors-level courses and can be used to fulfill equivalent general education requirements. For more information visit [www.csn.edu/honors](http://www.csn.edu/honors).
  - In no case, may one course be used to meet more than one requirement except for the Values and Diversity general education requirement (only AA, AS, and AB degrees) which may be used to fulfill the corresponding general education or emphasis requirement.
  - Students may elect to graduate using the degree requirements in effect at the time of matriculation, or when they declared or changed major or the current catalog. If a program is official after a student has matriculated, the student may choose the degree requirements of the new program. In no case may a student use a catalog which is more than six years old at the time of graduation.

