

Real Estate

CERTIFICATE OF ACHIEVEMENT (CoA)

REQUIRED CREDITS: 30

DEGREE CODE: RE-CT

DESCRIPTION

The Certificate of Achievement in Real Estate provides students with the knowledge and skills necessary to make intelligent decisions in the acquisition, ownership and disposition of real estate. The certificate offers entry-level proficiency for real estate salesmen, brokers, property managers and appraisers. The program also provides enrichment for currently employed escrow officers, loan officers, building contractors and land developers.

Successful completion of RE 101 and RE 103 will enable students to satisfy requirements of the Nevada State Real Estate Commission to take the Salesman’s Exam. RE 101, RE 103 and RE 206 are among several courses required by the Nevada Real Estate Commission to take the Broker’s Exam.

STUDENT LEARNING OUTCOMES

- Explain real estate listing practices and how they apply to the real estate market in general.
- Apply negotiation strategies to real-estate 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.

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 (6 CREDITS)

COMMUNICATIONS (3-5 credits)

BUS 108; COM 101, 102, 215; ENG 100, 101, 102, 107, 113, 114, 205; JOUR 102; THTR 105

HUMAN RELATIONS (3 credits)

ALS 101; ANTH 101, 112, 201, 205; HIST 105, 106, 107, 150, 151, 210, 247, 260; HMS 130, 135B, 265B; MGT 100B, 283; PHIL 135; PSC 201; PSY 101, 102, 207, 208, 261; SOC

SPECIAL PROGRAM REQUIREMENTS (24 CREDITS)

RE 101	Real Estate Principles	3
RE 102B	Real Estate Math	3
RE 103	Real Estate Law and Practice	3
RE 199	Real Estate Investments	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

Computation included in RE 102B
Human Relations included in RE 202

FULL-TIME STUDENT DEGREE PLAN

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

	Credits
FIRST SEMESTER	
Complete Communications (see courses this page)	3-5
Complete Human Relations (see courses this page)	3
RE 101 Real Estate Principles	3
RE 102B Real Estate Math	3
TOTAL CREDITS.....	12-14
SECOND SEMESTER	
RE 103 Real Estate Law and Practice	3
RE 199 Real Estate Investments	3
RE 202 Real Estate Financing and Licensure	3
TOTAL CREDITS.....	9
THIRD SEMESTER	
RE 203B Tax Aspects of Real Property Transactions	3
RE 205B Real Property Management	3
RE 206 Real Estate Appraising	3
TOTAL CREDITS.....	9
DEGREE PLAN TOTAL CREDITS.....	30-32

- 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.
 - 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.

