

# Real Estate Degree

**Degree:** Associate in Applied Science

**Total Required Credits for Degree:** minimum of 64

*Program Requirements:* 36

*Program Electives:* 10

*General Education Credits:* 18 to 22

**Code:** 3272

## About the Program

The Real Estate program meets the needs of students entering the real estate business as well as those already employed in the field who wish to continue their professional growth. In addition, the program fulfills the academic requirements for students taking the Illinois Real Estate Salesperson and Broker License Examinations.

Program web site: [www.cod.edu/realest](http://www.cod.edu/realest)

## Program Requirements

Reale 1110	Real Estate Transactions.....	3
Reale 1120	Advanced Principles 2000.....	1
Reale 1122	Contracts and Conveyances.....	1
Reale 1124	Brokerage Administration.....	1
Reale 1126	Financing.....	1
Reale 1128	Property Management.....	1
Accou 1140	Financial Accounting.....	4
Busin 1100	Introduction to Business.....	3
Busin 1161	Entrepreneurship.....	3
Buslw 2211	Business Law I.....	3
CIS 1150	Introduction to Computer Information Systems.....	3
Manag 1100	Supervision.....	3
Manag 1161	Small Business Management.....	3
Marke 2210	Principles of Marketing.....	3
OFTI 1130	Business Correspondence.....	3
<b>Total.....</b>		<b>36</b>

## Program Electives

Select a minimum of 10 credit hours from the courses below:

Busin 1120	Fundamentals of Personal Investing.....	3
Buslw 2212	Business Law II.....	3
Econo 1110	Consumer Economics and Personal Finance.....	3
Marke 1100	Consumer Marketing.....	3
Marke 1175	Customer Relationship Management.....	3
Marke 2240	Advertising.....	3
OFTI 1200	MS Office for Professional Staff.....	3
Reale 1152	Basic Appraisal Principles.....	2
Reale 1820	Selected Topics I.....	3

## General Education Requirements

Each candidate for an Associate in Applied Science (A.A.S.) degree shall satisfactorily complete a minimum of 18 credits in General Education.

Use the *Student Planning Worksheet* or consult a list of General Education categories and courses for the A.A.S. degree to decide what needs to be taken. Links can be found on the Real Estate online program guide ([www.cod.edu/realest/](http://www.cod.edu/realest/)).

Under the specified General Education headings below, the following courses are recommended for the Real Estate degree:

**Communications:** 6 credits required

*Recommended courses:* See the *Student Planning Worksheet*.

**Physical/Life Sciences:** 3 to 5 credits required

Select at least one course with a lab component.

*Recommended course:* See the *Student Planning Worksheet*.

**Mathematics:** 3 to 5 credits required

*Recommended course:* See the *Student Planning Worksheet*.

**Humanities and Fine Arts:** 3 credits required

*Recommended course:* See the *Student Planning Worksheet*.

**Social and Behavioral Sciences:** 3 credits required

*Recommended course:* See the *Student Planning Worksheet*.

## Additional A.A.S. Degree Requirements

A minimum of 2 credits must be completed from the list of courses in the Global/Multicultural Studies or Contemporary Life Skills category.

*Required course:* Business 1100 (already listed under Program Requirements)

## Advisers

If you are considering this program as an area of study, consult with an adviser in this field:

	<b>Phone</b>
George Salabes, coordinator faculty adviser E-mail: <a href="mailto:salabes@cod.edu">salabes@cod.edu</a>	(630) 942-2416