

**Associate in Applied Science
Business Administration
Real Estate Management Track**

Name _____	Empl. ID# _____	Date Entered _____	Date Grad. _____
DEVELOPMENTAL COURSES AS NEEDED		Notes	
RDG 30 <i>OR</i> RDG 100			
ENC 91			
MAT 55			
MAT 65			
MAT 85 (if taking MAT 146 or higher)			

First Semester	Credit	Res	Tr	Notes
BAS 160 Introduction to Business	3			
CIT 105 Introduction to Computing <i>OR</i> OST 105 Introduction to Information Systems	3 (3)			
ENG 101 Writing I	3			
MAT 105 Business Mathematics <i>OR</i> MAT 110 Applied Mathematics <i>OR</i> Higher Quantitative Reasoning Course (MAT 116, 146 or higher)	3 (3) (3)			Most 4-year schools require MAT 150
REA 100 Real Estate Principles I	3			
Total Semester Credit Hours:	15			

Second Semester	Credit	Res	Tr	Notes
BAS 283 Principles of Management <i>OR</i> MGT 283 Principles of Management	3 (3)			Prereq: BAS 160 or instructor consent
CIT 130 Productivity Software <i>OR</i> OST 240 Software Integration	3 (3)			Prereq: CIT 105 Prereq: OST 105
ENG 102 Writing II <i>OR</i> OST 235 Business Communications Technology	3 (3)			ENG 102 Prereq: ENG 101 OST 235 prereq: ENG 101 and OST 110 <i>OR</i> OST 108 and OST 110
REA 230 Real Estate Law	3			
Heritage/Humanities	3			
Natural Science Course	3			
Total Semester Credit Hours:	18			

Third Semester	Credit	Res	Tr	Notes
ACC 201 Financial Accounting <i>OR</i> ACT 101 Fundamentals of Accounting I <i>AND</i> ACT 102 Fundamentals of Accounting II	3 (3) (3)			Prereq: sophomore standing or instructor consent ACT 101/102 do not transfer for bachelor's degrees; ACT 102 offered online only
BAS 282 Principles of Marketing <i>OR</i> MKT 282 Principles of Marketing	3 (3)			Prereq: BAS 160 or instructor consent
COM 181 Basic Public Speaking <i>OR</i> COM 252 Introduction to Interpersonal Communication	3 (3)			

ECO 101 Contemporary Economic Issues OR	3			Most 4-year schools require ECO 201 and ECO 202
ECO 201 Principles of Microeconomics OR	(3)			
ECO 202 Principles of Macroeconomics	(3)			
REA 121 Appraising	3			Prereq: REA 100
Total Semester Credit Hours:	15			

Fourth Semester	Credit	Res	Tr	Notes
ACC 202 Managerial Accounting	3			Prereq: ACC 201 OR ACT 101 & 102
BAS 250 Business Employability Seminar	1			Prereq: CIT 105 or instructor consent
BAS 267 Introduction to Business Law	3			
REA 225 Real Estate Finance	3			
Program Approved Course (see below list)	3			
Program Approved Course (see below list)	3			
Total Semester Credit Hours:	16			

Choose 6 hours from the following Approved Technical Courses*:	Credit	Res	Tr	Notes
BAS 280 Business Internship	1-3			Prereq: sophomore standing or instructor consent
COE 199 Cooperative Education: Business Administration	1-3			Prereq: instructor consent
REA 120 Real Estate Marketing	3			
REA 122 Construction and Blueprints	3			
REA 200 Real Estate Principles II	3			Prereq: REA 100
REA 201 Property Management	3			Prereq: REA 100
REA 202 Real Estate Investments I	3			
REA 203 Commercial and Industrial Property	3			
REA 204 Land Planning and Development	3			
REA 205 Farm Brokerage	3			
REA 212 Real Estate Investments II	3			
REA 220 Real Estate Brokerage Management	3			
REAL ESTATE OPTION PROGRAM TOTAL:	64			

*Students may select other Technical Courses approved by the Business Administration Program Coordinator

To be initially licensed as a sales associate, applicants must have completed six credits in real estate courses as well as other requirements. See further information at the Kentucky Real Estate Commission website, http://krec.ky.gov/legal/Documents/KREC_Law_Manual.pdf.

For a list of KCTC general education classes in each category, go to [http:// https://kctcs.edu/media/student/2017-18-catalog/KCTCS%202017-18%20Catalog_for%20printer.pdf](http://https://kctcs.edu/media/student/2017-18-catalog/KCTCS%202017-18%20Catalog_for%20printer.pdf) > Academic Services section> pp. 72-76.

Or www.kctcs.edu> degrees training> catalog> Academic Services section> pp. 72-76.

October 2017