

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



Name	Empl. ID	Date Entered	Date Grad

DEVELOPMENTAL COURSES AS NEEDED		Notes
RDG 20/100	3-6	
ENC 90/100	3-5	
MAT 55/61	3-4	

First Semester	Credit	Res	Tr	Notes
BAS 160 Introduction to Business	3			
CIT 105 Introduction to Computers <i>OR</i> OST 105 Introduction to Information Systems	3			
ENG 101 Writing I	3			
MAT 105 Business Mathematics <i>OR</i> Higher-Level Quantitative Reasoning Course	3			
REA 100 Real Estate Principles I	3			
<b>Total Semester Credit Hours</b>	<b>15</b>			

Second Semester	Credit	Res	Tr	Notes
BAS 283 Principles of Management <i>OR</i> MGT 283 Principles of Management	3			Prereq: BAS 160 or instructor consent
ENG 102 Writing II <i>OR</i> OST 235 Business Communications Technology	3			ENG 102 prereq: ENG 101 OST 235 prereq: (ENG 101 and OST 110) or (OST 108 and OST 110)
REA 230 Real Estate Law	3			
Heritage/Humanities	3			
Natural Sciences	3			
<b>Total Semester Credit Hours</b>	<b>15</b>			

Third Semester	Credit	Res	Tr	Notes
ACC 201 Financial Accounting	3			
BAS 260 Professional Development and Protocol	2			
BAS 282 Principles of Marketing	3			Prereq: BAS 160 or instructor consent
COM 181 Basic Public Speaking <i>OR</i> COM 252 Introduction to Interpersonal Communication	3			
ECO 101 Contemporary Economic Issues <i>OR</i> ECO 201 Principles of Microeconomics <i>OR</i> ECO 202 Principles of Macroeconomics	3			
REA 121 Appraising	3			Prereq: REA 100
<b>Total Semester Credit Hours</b>	<b>17</b>			

Fourth Semester	Credit	Res	Tr	Notes
ACC 202 Managerial Accounting	3			Prereq: ACC 201 or (ACT 101 & 102)
BAS 267 Introduction to Business Law	3			

<b>Fourth Semester</b>	<b>Credit</b>	<b>Res</b>	<b>Tr</b>	<b>Notes</b>
BAS 270 Business Employability Seminar	1			Prereq: CIT 105 or instructor consent
REA 225 Real Estate Finance	3			
Program Approved Course (see below)	3			
Program Approved Course (see below)	3			
<b>Total Semester Credit Hours</b>	<b>16</b>			

<b>APPROVED TECHNICAL COURSES: (Choose 6 credit hours from the following courses)</b>	<b>Credit</b>	<b>Notes</b>
BAS 280 Business Internship	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	1-3	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	
<b>REAL ESTATE MANAGEMENT TRACK TOTAL</b>	<b>63</b>	

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](http://krec.ky.gov/legal/Documents/KREC_Law_Manual.pdf).

For a list of KCTCS general education classes in each category, go to

<https://kctcs.edu/education-training/course-catalog/2019-2020-KCTCS-Catalog.pdf> pp. 77-80.

Or KCTCS Homepage ([www.kctcs.edu](http://www.kctcs.edu))> education & training> course catalog> 2019-2020 KCTCS Catalog> pp. 77-80.

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