



Real Estate Associate of Applied Science (A.A.S.) 2018–2019

DESCRIPTION:

The Real Estate A.A.S. degree program offers coursework that meets the standards of professionalism in the real estate industry. The program follows a blueprint for real estate education developed by the Ohio Association of Realtors®. Courses meet the educational requirements for real estate licensure in the State of Ohio. The program meets the career objective of persons interested in real estate sales or other allied real estate professions. For licensed real estate brokers and sales associates, it provides training to upgrade their professional competence and to meet future educational requirements of the profession. For students who plan to continue their education beyond the associate degree, it offers credit courses that may transfer to some four-year colleges and universities. There have been very few students to transfer with the Real Estate Associates of Applied Science Degree to a 4-year program since the degree fulfills the education requirement for agents to become brokers.

Prospective real estate students who plan to take the real estate licensing exam are more successful when they take courses as shown in the plan of study. For more information, see csc.edu/realestate.

ADMISSION REQUIREMENTS:

This is a non-selective, open-admission program. Students must have a high school diploma or G.E.D. equivalency.

ONGOING REQUIREMENTS:

Students must maintain minimum overall GPA required by the College.

OPPORTUNITIES FOR GRADUATES:

Career:

Real estate is an ideal career for many reasons. Real estate agents often set their own hours, and about six of ten are self-employed, according to the U.S. Bureau of Labor Statistics. Many people work as real estate agents part-time, allowing them to supplement other income. The bureau expects employment for real estate agents to grow between 9 percent and 17 percent between 2004 and 2014.

Transfer:

Transfer program options for Ohio State University: students would make this transfer to move into research in real estate; Columbus State transfer options include: Bachelor's Degree, Technical and Applied Studies (Ohio University); Bachelor's Degree, Applied Management (Franklin University).

DEGREE REQUIREMENTS (REAL ESTATE A.A.S.):

FIRST SEMESTER

Course	Term	Credits	Milestones/Progress Check
ENGL 1100 Composition I	AU/SP/SU	3	• Transfer application preparation (optional)
REAL 1011 Real Estate Principles and Practices*	AU/SP/SU	3	
COLS 1100 First Year Experience Seminar	AU/SP/SU	1	
REAL 1013 Real Estate Finance*	AU/SP/SU	2	
CSCI 1101 Computer Applications and Concepts	AU/SP/SU	3	
MATH 1104 Math Concepts for Business	AU/SP/SU	3	
Semester Credits		15	

SECOND SEMESTER

Course	Term	Credits	Milestones/Progress Check
REAL 1012 Real Estate Law*	AU/SP/SU	3	
REAL 1014 Real Estate Appraisal*	AU/SP/SU	2	
REAL 1221 Residential Sales Practices	SP	2	
REAL 2221 Professional Property Managements	AU/SP	2	
ACCT 1211 Financial Accounting	AU/SP/SU	3	
COMM 1105 or 2200 Oral Communications or Business Communica-	AU/SP/SU	3	
Semester Credits		15	

THIRD SEMESTER

Course	Term	Credits	Milestones/Progress Check
FMGT 2201 Corporate Finance	AU/SP/SU	3	• Completion of coursework prepares the student for the Ohio Brokers Exam. To become a broker, they also need to be involved in several real estate transactions. See com.ohio.gov/documents/realRequirementsBrokersLicense.pdf
MKTG 1230 Customer Service and Sales	AU/SP/SU	3	
REAL 2250 Commercial Real Estate	AU/SP	2	
REAL 2270 Intro to Real Estate Investing	AU/SP	2	
HUM elective (see list)	AU/SP/SU	3	
LEGL 2064 Legal Environment of Business	AU/SP/SU	3	
Semester Credits		16	

FOURTH SEMESTER

Course	Term	Credits	Milestones/Progress Check
HRM 1121 Human Resource Management	AU/SP/SU	3	
REAL 2220 Real Estate Ethics & Etiquette	AU/SP	2	
REAL 2275 Intro to Property Renovation	AU/SP	2	
REAL 2950 RE Practicum/Seminar (applied learning; work with another broker)	AU/SP/SU	2	
ECON 1110 Intro to Economics	AU/SP/SU	3	
BMGT 1111 Management	AU/SP/SU	3	
Semester Credits		15	
Total		61	

*Critical courses -- two of the four required courses to sit for the Ohio Real Estate Agent's exam. See ohiorealtors.org/education/ohio-real-estate-license.

AU: Autumn Semester/SP: Spring Semester/SU: Summer Semester
Requirements subject to change.