

**Real Estate AAS-T – 275A**  
Requirements Effective Spring 2017  
Program Planning Guide

**Program Description:** The Real Estate associate in applied science (AAS-T) degree is built upon the technical skills and essential education for advanced real estate job preparation, but also includes college-level general education component common to all the AAS-T degrees. The **Real Estate AAS-T Degree** is designed as a transfer program for those interested in an applied baccalaureate degree in the Community College system and, in particular, for students interested in the BAS – International Business degree or the BAS – Property Management degree here at North Seattle College or programs offered at Evergreen State College or Western Governor’s University.

Our program gives students a broad base of knowledge and training in the real estate field. Graduates will be prepared to enter the real estate field or start their own business in real estate sales, real estate finance, real estate investment, property management, title insurance, or escrow. As the students’ progress toward their degree, they will also acquire the certificates offered in the program.

**Prerequisites:** Many classes have prerequisites. Prerequisites are those classes that prove eligibility for entry-level classes by testing or by having satisfied prior course work. Course work earned at other institutions must be unofficially evaluated or approved by a program advisor before registering. Courses in this degree with pre-requisites are marked with an asterisk (\*). See catalog for more information.

**Real Estate AAS-T Prerequisites:** None for the program. Individual courses may have prerequisites.

**Note:** Advanced placement testing, work experience, and transfer of credits may result in course waivers, credit transfer, and advanced placement.

<b>Program Requirements</b>		
<b>Course Number</b>	<b>General Education/Related Instruction Requirements (30 credits)</b>	<b>Credit Hours</b>
ENGL&101	English Composition (See Note 1)	5
MATH 116 or MATH&141*	Applications of Mathematics to Management, Life & Social Sciences (See Note 2) Precalculus I (See Note 3)	5
ECON&201*	Principles of Economics - Micro	5
ECON&202*	Principles of Economics - Macro	5
	Five credits from Natural World (See Note 4)	5
	Five credits from US Culture or Global Studies courses (recommended: HUM 105 or CMST 205)	5
<b>Course Number</b>	<b>Degree Requirements (61 credits)</b>	
RES 100	Real Estate Fundamentals (DOL Pre-licensing educational requirement)	5
RES 106	Real Estate Fraud	1
RES 125	Applications of Real Estate Math (See Note 5)	2
RES 130 or RES 217	Green Real Estate or Real Estate Development and Sustainability (See Note 6)	3
RES 140*	Real Estate Sales Practices (DOL Pre-licensing educational requirement) (See Note 7)	3

RES 164 or RES 260*	Real Estate Finance – Residential (See Note 8) Real Estate Finance – Commercial (See Note 9)	5
RES 170*	Real Estate Law (DOL continuing education clock hours)	3
RES 197	Real Estate Taxes, Title & Escrow	5
RES 202 or RES 203	Multi-Family Property Management or Property Management – Commercials	3
RES 220*	Real Estate Economics (See Note 10)	3
RES 235	Sales and Marketing (See Note 11)	3
ACCT&201	Principles of Accounting I	5
ACCT&202*	Principles of Accounting II	5
ACCT&203*	Principles of Accounting III	5
BUS&201	Business Law	5
Electives (varies)	Technical electives – see list of approved and recommended classes below	5
		Total Credits: 91 (excluding pre-requisites)

Notes:

- Courses with an asterisk (\*) have a prerequisite.
  1. ENG\*101: Must be eligible for English 101 through English Placement Exam or completion of English 097/098.
  2. MATH 116: May substitute MATH&141 or any math class with MATH&141 as a prerequisite.
  3. MATH&141: Prereq: MATH 098 with 2.5 or better or Placement Test. Proof of Prerequisite will be checked. Transfer class.
  4. Natural World: To transfer to an applied baccalaureate program, a lab course in physical, biological, and/or earth science is required.
  5. RES 125: Recommend RES 100 taken concurrently.
  6. RES 217: Recommend RES 130, familiarity with green building and sustainability, or instructor permission
  7. RES 140: Prereq: RES 100 (or concurrent enrollment).
  8. RES 164: Recommend RES 100 and/or RES 125 (or concurrent enrollment).
  9. RES 260: Prereq: RES 100 or RES 110, or taken concurrently or real estate experience, or by instructor permission
  10. RES 220: Prerequisites: RES 100, or RES 110, or RES 180 or RES 210 which can be taken concurrently, or real estate experience, or real estate license or instructor permission.
  11. RES 235: Recommend RES 100, RES 110, or RES 180 (or concurrent enrollment).

Technical Electives: Choose five credits from the following list.

**Note: Not all classes are offered every quarter, and many classes have prerequisites. Refer to the class schedule, the annual forecast, to the department, and to an advisor for efficient planning.**

Course Number	Approved or Recommended Electives	Credit Hours
ACCT131*	Quick Books	5
ACCT255*	Personal Income Tax	5
BUS&101	Introduction to Business	5
BUS112	Multi-Cultural Issues in the American Workplace	5
BUS114*	Introduction to Marketing	5
BUS124	Excel for Business (See Note 1)	5
BUS131*	Integrated Communications I	5
BUS210*	Business and Economic Statistics (See Note 2)	5
BUS236	Interpersonal Communications for The Workplace	5
CMST205*	Multicultural Communication	5
CMST&220*	Public Speaking	5
CWE 101	Portfolio, Job Search and Interviewing	2
CWE 110	Internship	3
ENGL&235*	Technical Writing*	5

Notes:

- Courses with an asterisk (\*) have a prerequisite.
  1. BUS 124: Recommended: Familiarity with computer usage or successful completion of BUS 169 or IT 101. Computer lab fee required.
  2. BUS 210: To transfer to the BAS-International Business program, this class is a required prerequisite.

REV Date: 04/22/2018

For more information about our graduation rates, the median debt of students who have completed these program, and other important information, please visit our website at <https://northseattle.edu/about-north/gainful-employment-information>

## Program Outcomes:

- Be able to communicate effectively in Real Estate environment
- Interact effectively with co-workers and the public
- Develop and nurture a professional Real Estate network
- Use technology to support Real Estate related research, analysis, reporting, and marketing activities
- Practice according to the ethical and legal standards of the Real Estate industry
- Participate in on-going learning activities that contribute to personal and professional growth and the improvement of the Real Estate industry
- Perform effectively in any of the Real Estate positions identified in the “roles”

## What Skills do I need to be successful in this field?

- See O\*Net for employment information ([www.onetonline.org](http://www.onetonline.org)) [www.onetonline.org/link/summary/41-90221.00](http://www.onetonline.org/link/summary/41-90221.00)
- Active Listening — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Negotiation — Bringing others together and trying to reconcile differences.
- Speaking — Talking to others to convey information effectively.
- Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Service Orientation — Actively looking for ways to help people.
- Time Management — Managing one's own time and the time of others.
- Reading Comprehension — Understanding written sentences and paragraphs in work related documents.
- Active Learning — Understanding the implications of new information for both current and future problem-solving and decision-making.
- Judgment and Decision Making — Considering the relative costs and benefits of potential actions to choose the most appropriate one.
- Writing — Communicating effectively in writing as appropriate for the needs of the audience.
- Complex Problem Solving — Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.
- Interpersonal Communication Skills — this field is highly relationship-driven. To be successful, one must work well with the general public.
- Computer Skills — basic to intermediary computer skills are a must as many job functions are completed in conjunction with banks and other agencies that conduct business digitally.
- Managing Expectation - to prevent disappointment with clients and co-workers, establish, in advance, what can realistically be achieved or delivered by a project, undertaking, course of action, etc.

## What are some potential job titles?

- Broker
- Associate Broker
- Broker Associate
- Designated Broker
- Managing Broker
- Real Estate Associate
- Real Estate Broker
- Real Estate Sales Associate
- Realtor
- Supervising Broker
- Broker in Charge
- Real Estate Agent
- Real Estate Broker Associate
- Real Estate Salesperson
- Sales Agent
- Transaction Coordinator

## Wages, employment trends and pathways

- Please visit this site for information about becoming a real estate professional: ([www.onetonline.org](http://www.onetonline.org))  
<https://www.onetonline.org/link/summary/41-9021.00> 41-9021.00 - Real Estate Brokers. For information on wages and employment - <https://www.onetonline.org/link/summary/41-9021.00#WagesEmployment>.

**Suggested Course Sequence:** This program of study is outlined by quarter and is based on a full credit load with the prescribed sequence beginning fall quarter. Courses should be taken in the indicated sequence. However, it should not be concluded that students will always proceed through their program of study exactly as prescribed here. The number of quarters listed here is minimal. Not all courses are offered every quarter. Individual student experiences, educational and training background, and personal schedules and demands all may affect the time it takes to finish this program. Also, in general, summer quarter is not considered one of the full-time quarters, however in this program a few required courses are only offered in summer quarter.

Possible 2 Year Plan:

Year	Fall – 15 credits		Winter – 11-14 credits		Spring – 13 credits		Summer – 7-10 credits	
Freshman	ENGL&101	5	US/GS Elective	5	Natural World Elective	5	ACCT&203	5
	MATH116	5	ACCT&201	5	ACCT&202	5	RES 125	2
	RES100	5	RES106	1	RES170	3	RES 202****	3
			RES140	3				
	Fall – 13-16 credits		Winter – 13-16 credits		Spring – 10-13 credits		Summer – 0-5 credits	
Sophomore	BUS&201	5	ECON&201	5	ECON&202	5	RES260**	5
	RES164**	5	Technical Elective	5	RES197	5		
	RES203****	3	RES130***	3	RES217***	3		
	RES235	3	RES220	3				
	Total Credits – 2 years				91			

### Notes:

- \*\* RES 164 is an alternate option to RES 260
- \*\*\* RES 130 is an alternate option to RES 217
- \*\*\*\* RES 202 is an alternate option to RES 203

**Always contact advising office first for questions and/or planning:**

**NSC Advising Office:**

(206) 934-3658

<https://northseattle.edu/advising>

**Program Website:**

<https://northseattle.edu/programs/realestate>

## Real Estate Department

**Program Contact: Mark Potter**

(206) 934-3725

[Mark.Potter@seattlecolleges.edu](mailto:Mark.Potter@seattlecolleges.edu)

CIP: 52.1501 Real Estate