

# Real Estate



Degree: Real Estate Brokerage Licensing Associate of Applied Science (AAS)  
 Certificate: Real Estate Licensing Level 1 (C1)



**BUSINESS**

**Program Description:** If you are interested in working in real estate, you should be mature, highly motivated, flexible, organized, and detail oriented. Real Estate agents and brokers need to have a thorough knowledge of the real estate market in their communities. They are familiar with zoning and tax laws and are generally at the center of most real estate transactions.

**Real Estate Brokerage Licensing Associate of Applied Science Degree** - Applicants for a broker license will need to have four years of experience as a licensed salesperson, plus demonstrate practical competency by providing a detailed list of brokerage activities engaged in by the applicant during this same period. This will ensure consumers who deal with brokers and their sponsored salespersons a level of service more solidly backed up by additional practical experience.

**Real Estate Licensing Level 1 Certificate** - A minimum of 180 classroom hours of Real Estate instruction, comprised of five mandatory courses, is required to sit for the Texas Real Estate Sales Licensing Exam. A holder of a sales license can only perform real estate activities under the sponsorship (and supervision) of someone who holds a broker license.

Final approval of the degree plan for graduation is provided by the Admissions Office. Application for graduation must be on file in the Admissions Office before the published deadline of the student's final semester. The ACC Catalog contains important information about graduation.

The Real Estate Department is accredited by the [Accreditation Council for Business Schools and Programs](#). ACBSP is the premier accrediting association for business schools and programs with a focus on teaching excellence. The Real Estate College Credit program is also accredited by the [Texas Real Estate Commission \(TREC\)](#).

*Use this Program Map to choose courses with your college advisor and track your progress towards milestones and completion of program.*

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**Department Website**  
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Pre-Degree Requirements		
Program Specific	Reading and Writing Placement <i>Placements based on TSI</i>	Mathematics Placement <i>Placements based on TSI</i>
Level one certificate awards do not require TSI testing or placement.	<input type="checkbox"/> Basic Developmental Courses <input type="checkbox"/> ESOL Courses <input type="checkbox"/> INRW Courses	<input type="checkbox"/> NCBM and MATD courses paired with MATH courses <input type="checkbox"/> NCBM and MATD courses
<b>SEMESTER-BY-SEMESTER PROGRAM PLAN FOR FULL-TIME STUDENTS</b> <i>Plans can be modified to fit the needs of part-time students by adding more semesters</i>		

C1	D	Semester 1	CR	Advising Notes
	●	EDUC 1300 - Effective Learning: Strategies for College Success	3	<b>Note:</b> All first-time Austin Community College (ACC) students with fewer than 12 SCH of successful college credit must take the EDUC 1300 course in their first semester at ACC. All other students can choose a speech course from the Component Area Option of the Core Curriculum Course List.
●	●	RELE 1406 - Real Estate Principles	4	<b>Note:</b> RELE 1201 and RELE 1238 may be substituted.
●	●	RELE 2201 - Law of Agency	2	
●	●	RELE 1211 - Law of Contracts	2	
●	●	RELE 1200 - Real Estate Contract Forms and Addenda	2	
●	●	RELE 1219 - Real Estate Finance	2	
●	●	Restricted Elective	3	<b>Note: for Certificate (C1),</b> 6 credit hours of restricted electives is required; select two courses listed below. Choose restricted electives from: Finance courses BUSA 1313, BUSG 1303, BUSG 1304, BUSG 1341, RELE 1324;

				Marketing courses BMGT 1347, BUSI 1311, COMM 2327, MRKG 1301, MRKG 1302, MRKG 1311, MRKG 1313, MRKG 1391, MRKG 2312, MRKG 2333, MRKG 2348, MRKG 2349, MRKG 2371, MRKG 2375, MRKG 2388; Real Estate courses RELE 1303, RELE 1307, RELE 1309, RELE 1311, RELE 1315, RELE 1319, RELE 1321, RELE 1327, RELE 1333, RELE 1391, RELE 2301, RELE 2305, RELE 2331, RELE 2367. <b>For Certificate (C1):</b> RELE 1325 may also be selected.  <b>ACHIEVEMENT:</b> Level 1 Certificate in Real Estate Licensing
			<b>18</b>	<b>Program Semester Hours / Meet with your advisor</b>
		<b>Semester 2</b>		
	●	BUSI 1301 - Business Principles	3	
	●	ENGL 1301 - English Composition I	3	<u>Prerequisite(s)</u> : TSI complete in reading and writing or exempt.
	●	COSC 1301 - Introduction to Computing	3	
	●	RELE 1321 - Real Estate Marketing <b>OR</b> MRKG 1311 - Principles of Marketing	3	
	●	Restricted Elective	3	<u>Note:</u> See first semester restricted elective courses.
			<b>15</b>	<b>Program Semester Hours / Meet with your program advisor</b>
		<b>Semester 3</b>		
	●	GOVT 2306 - Texas State and Local Government	3	
	●	RELE 1325 - Real Estate Mathematics	3	
	●	ECON 2301 - Principles of Macroeconomics	3	
	●	Restricted Elective	3	<u>Note:</u> See first semester restricted elective courses.
	●	Mathematics	3	<u>Note:</u> Select from the appropriate section of the Core Curriculum Course List.
			<b>15</b>	<b>Program Semester Hours / Meet with your program advisor</b>
		<b>Semester 4</b>		
	●	RELE 2367 - Practicum (or Field Experience) - Real Estate <b>OR</b> RELE 2331 - Real Estate Brokerage	3	<u>Note:</u> Capstone course options. <u>Prerequisite(s)</u> : RELE 1406 or equivalent and 6 additional hours of Real Estate courses.
	●	Language, Philosophy, and Culture <b>OR</b> Creative Arts	3	<u>Note:</u> Select from the appropriate section of the Core Curriculum Course List.
	●	Restricted Elective	3	<u>Note:</u> See first semester restricted elective courses.
	●	Restricted Elective	3	<u>Note:</u> See first semester restricted elective courses.  <b>ACHIEVEMENT:</b> Associate of Applied Science degree in Real Estate Brokerage Licensing
			<b>12</b>	<b>Program Semester Hours</b>
<b>Total Program Hours</b>			<b>60</b>	

Please always check online at [catalog.austincc.edu](http://catalog.austincc.edu) or meet with your academic or program advisor to ensure that you are viewing the latest and most accurate information.

## Career & Transfer Resources

ACC's Career & Transfer websites provide detailed, guided information on career exploration and transfer.

[www.austincc.edu/career](http://www.austincc.edu/career)

[www.austincc.edu/transfer](http://www.austincc.edu/transfer)

For further information regarding this specific program, please see the Career & Transfer Resources supplement provided in the next section of this Program Map.

## Program Map

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Career & Transfer Resources Updated 11/16/18

## Career Information

The data below are intended to be a guide and reference tool and represent local and regional employment information for occupations related to this program. This is not a guarantee of job placement in any of these occupations after successful completion of an ACC program.

Example positions available in Real Estate include Property, Real Estate and Community Association Managers, Appraisers and Assessors of Real Estate, Real Estate Brokers, Real Estate Sales Agents

### Regional Labor Market Information:

Real Estate Sales Agents: New workers generally start around \$31,081. Normal pay for Real Estate Sales Agents is \$49,663 per year, while highly experienced workers can earn as much as \$94,814. Over the last year, 151 companies have posted 1,394 jobs for Real Estate Sales Agents. There are currently 4,212 Real Estate Sales Agents that are employed in Austin-Round Rock, TX.

Source: <https://austincc.emsicc.com/careers/real-estate-sales-agent>

For additional information, visit the following resources:

**Real Estate Brokers and Sales Agents** - <http://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm>

Bureau of Labor Statistics

**Real Estate Brokers** - <http://www.onetonline.org/link/summary/41-9021.00>

**Real Estate Sales Agents** - <http://www.onetonline.org/link/summary/41-9022.00>

Bureau of Labor Statistics

**Career and labor market research tools** (see Quick Reference Guide at <http://www.austincc.edu/career/>):

EMSI: <https://austincc.emsicc.com/>, Bureau of Labor Statistics: <http://www.bls.gov/ooh/>, O\*NET: <https://www.onetonline.org/>

**Career Resources:** ACC's career services website provides information on career exploration and employment at <http://www.austincc.edu/career>. Students are encouraged to consult with their [area of study advisor](#) for additional career assistance. The above information is provided as a guide and reference tool for occupations related to this program. This is not a guarantee of job placement in any of these occupations after successful completion of an ACC program. The common job titles listed are representative titles and are provided for career research. These are not the only occupations possible in this area of study.

## Transfer Information

The Associate of Applied Science (AAS) in Real Estate Brokerage Licensing prepares students to directly enter the workforce; however, a Bachelor of Applied Arts and Sciences (BAAS) is an excellent alternative to the BBA degree. These degrees apply non-transferable courses and work experience towards the degree. You still must meet general education requirements and take upper level courses.

**Transfer Guides:** The universities listed here do not constitute an ACC endorsement. Transfer course evaluations and determination of which courses will count toward a bachelor's degree are made by the receiving transfer institution.

Texas State University: <http://www.owls.txstate.edu/undergraduate-degrees/applied-arts-sciences.html>

Concordia University Texas: <http://www.concordia.edu/academics/college-of-business-and-communication/baas-in-business.html>

Tarleton State University: <http://www.tarleton.edu/degrees/bachelors/baas-business/>

Texas A&M University - Central Texas: <https://www.tamuct.edu/degrees/undergraduate/business-management.html>

Texas Tech University: [https://www.depts.ttu.edu/universitystudies/prospective\\_students/baas.php](https://www.depts.ttu.edu/universitystudies/prospective_students/baas.php)

**Additional Transfer Resources:** ACC's transfer website provides information on additional colleges & universities:

<http://www.austincc.edu/transferguides>. Students are encouraged to consult with a faculty advisor, [area of study advisor](#), and/or their chosen transfer institution to ensure courses taken at ACC will apply toward their bachelor's degree program.