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**Real Estate Management Track (520201706)**

**Credential (AAS)**

**Program Coordinator: Sandye Hackney E-mail: sandye.hackney@kctcs.edu Phone: 859-246-6266**

**Program Website:** [**https://bluegrass.kctcs.edu/education-training/program-finder/business-administration.aspx**](https://bluegrass.kctcs.edu/education-training/program-finder/business-administration.aspx)

**Student Name: Student ID:**

***Students need to be at KCTCS placement levels for all courses***

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| **Pre-Admission Recommendation** | | | | |
| **First Semester** | **Credits** | **Term** | **Grade** | **Prereqs/Notes** |
| CIT 105 OR OST 105 | 3 |  |  | Fulfills Digital Literacy Requirement |
| **Total Semester Credit Hours** | **3** |

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| **First Semester** | **Credits** | **Term** | **Grade** | **Prereqs/Notes** |
| ENG 101- Writing I | 3 |  |  |  |
| REA 100 – Real Estate Principles I | 3 |  |  |  |
| BAS 160 – Introduction to Business Management | 3 |  |  | Also would accept MGT 160 |
| COM 181 OR COM252 | 3 |  |  |  |
| Heritage/Humanities Course | 3 |  |  |  |
| **Total Semester Credit Hours** | **15** |  |  |  |

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| **Second Semester** | **Credits** | **Term** | **Grade** | **Prereqs/Notes** |
| ENG 102 – Writing II | 3 |  |  |  |
| REA 121 – Appraising | 3 |  |  |  |
| Program Approved Course – #1 of 2 (see list below) | 3 |  |  |  |
| MGT 283 – Principles of Management | 3 |  |  | Also would accept BAS 283 |
| CIT 130 OR OST 240 | 3 |  |  |  |
| **Total Semester Credit Hours** | **15** |  |  |  |

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| **Third Semester** | **Credits** | **Term** | **Grade** | **Prereqs/Notes** |
| ACC 201 – Financial Accounting (recommended) | 3 |  |  | Also would accept (ACT 101 AND ACT 102) |
| BAS 267 – Introduction to Business Law | 3 |  |  | Also would accept MGT 267 |
| MKT 282 Principles of Marketing | 3 |  |  | Also would accept BAS 282 |
| MAT 105 OR MAT 110 OR MAT 150 OR Higher QR | 3 |  |  |  |
| Natural Science | 3 |  |  |  |
| **Total Semester Credit Hours** | **15** |  |  |  |

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| **Fourth Semester** | **Credits** | **Term** | **Grade** | **Prereqs/Notes** |
| ACC 202 – Managerial Accounting | 3 |  |  |  |
| REA 225 – Real Estate Finance | 3 |  |  |  |
| REA 230 – Real Estate Law | 3 |  |  |  |
| Program Approved Course – #2 of 2 (see list below) | 3 |  |  |  |
| ECO 201 OR ECO 202 or ECO 101 | 3 |  |  | Fulfills Social/Behavioral requirement |
| BAS 250 – Business Employability Seminar | 1 |  |  |  |
| **Total Semester Credit Hours** | **16** |
| **Total Credential Hours** | **64** |

***Note: 25% of Total Program Credit Hours must be earned at Bluegrass Community and Technical College.***

**Advisor Name: Advisor Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Student Name: Student Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Approved Electives (if applicable)** | |
| 6 credit hours (not duplicated from the core) from the following approved courses or approved by the Real Estate Coordinator: | |
| REA 120 | Real Estate Marketing (3) |
| REA 122 | Construction and Blueprints (3) |
| REA 200 | Real Estate Principles II (3) |
| REA 201 | Property Management (3) |
| 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 |
| REA 212 | Real Estate Investments II (3) |
| REA 220 | Real Estate Brokerage Management (3) |
| COE 199 | Cooperative Education: (Business Administration Systems (1- 4) OR |
| BAS 280 | Business Internship (1 – 4) |