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**Business Administration Systems – Real Estate Pre-Brokerage Management Certificate**

**For students enrolled in the Business Administration Systems program in Spring 2019**

**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 must meet college readiness benchmarks as identified by the Council on Postsecondary Education or remedy the identified skill deficiencies.***

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| **First Semester** | **Credit****Hours** | **Term** | **Grade** | **Prerequisites** | **Notes** |
| REA 100 Real Estate Principles I | 3 |  |  |  |  |
| General Education Course | 3 |  |  |  | See list below. |
| Real Estate Pre-Brokerage Management Course | 3 |  |  |  | See list below. |
| Real Estate Pre-Brokerage Management Course | 3 |  |  |  | See list below. |
| **Total Semester Credit Hours** | **12** |  |  |  |

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| **Second Semester** | **Cr. Hrs.** | **Term** | **Grade** | **Prerequisites** | **Notes** |
| REA 220 Brokerage Management | 3 |  |  |  |  |
| REA 230 Real Estate Law | 3 |  |  |  |  |
| General Education Course | 3 |  |  |  | See list below. |
| Real Estate Pre-Brokerage Management Course | 3 |  |  |  | See list below. |
| **Total Semester Credit Hours** | **12** |  |  |  |
| **Total Certificate Credit Hours** | **24** |  |  |  |

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| * **25% or more of Total Certificate Credit Hours must be earned at BCTC**
* **Grade of C or higher in each course required for the certificate**
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**Graduation Requirements:**

**Advisor Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Advisor Contact \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Additional Information** |
| REA 100 Real Estate Principles I and either REA 120 Real Estate Marketing or REA 230 Real Estate Law may be taken concurrently.  These two classes fulfill Kentucky’s education requirements of 6 college credit hours in real estate classes to be eligible to sit for the Kentucky Real Estate Sales Associates License. |

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| **Real Estate Pre-Brokerage Management Courses**(Courses on the list below or other courses approved by the Real Estate Coordinator) |
| **Course** | **Cr. Hrs.** | **Prerequisites** | **Notes** |
| REA 120 Real Estate Marketing | 3 |  |  |
| REA 121 Appraising | 3 |  |  |
| REA 122 Construction and Blueprints | 3 |  |  |
| REA 201 Property Management | 3 | REA 100 | Summer only |
| REA 202 Real Estate Investments I | 3 |  |  |
| REA 212 Real Estate Investments II | 3 | REA 202  |  |
| REA 225 Real Estate Finance | 3 |  |  |

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| **General Education Courses** |
| **Course** | **Cr. Hrs.** | **Prerequisites** | **Notes** |
| ACC 201 Financial Accounting | 3 | Sophomore Standing |  |
| CIT 130 Productivity Software OROST 240 Software Integration | 3 | CIT 105 or OST 105  |  |
| ECO 201 Principles of Microeconomics | 3 |  |  |
| PSY 110 General Psychology | 3 |  |  |