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**Business Administration Systems – Real Estate Management Track**

**Associate in Applied Science degree**

**EFFECTIVE FALL 2019**

**Program Coordinator: Sandye Hackney E-mail:** [**sandye.hackney@kctcs.edu**](mailto: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** |
| BAS 160 Introduction to Business | 3 |  |  |  | Same as MGT 160 |
| REA 100 Real Estate Principles I | 3 |  |  |  |  |
| CIT 105 Introduction to Computers OR  OST 105 Introduction to Information Systems | 3 |  |  |  |  |
| COM 181 Basic Public Speaking OR COM 252 Introduction to Interpersonal Communication | 3 |  |  |  |  |
| ENG 101 Writing I | 3 |  |  |  |  |
| Heritage or Humanities course | 3 |  |  |  |  |
| **Total Semester Credit Hours** | **18** |  |  |  |

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| **Second Semester** | **Cr. Hrs.** | **Term** | **Grade** | **Prerequisites** | **Notes** |
| MGT 283 Principles of Management | 3 |  |  | BAS 160 | Same as BAS 283 |
| REA 121 Appraising | 3 |  |  |  | Spring only |
| Real Estate Management Track Technical Course | 3 |  |  |  | See list on back |
| ENG 102 Writing II | 3 |  |  |  |  |
| Quantitative Reasoning course | 3 |  |  |  | See Additional Information on back |
| **Total Semester Credit Hours** | **15** |  |  |  |

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| **Third Semester** | **Cr. Hrs.** | **Term** | **Grade** | **Prerequisites** | **Notes** |
| ACC 201 Financial Accounting | 3 |  |  | Sophomore standing | See Additional Information on back |
| BAS 267 Introduction to Business Law | 3 |  |  |  | Same as MGT 267 |
| REA 225 Real Estate Finance | 3 |  |  |  | Fall only |
| REA 230 Real Estate Law | 3 |  |  |  |  |
| Natural Sciences course | 3 |  |  |  |  |
| **Total Semester Credit Hours** | **15** |  |  |  |

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| **Fourth Semester** | **Cr. Hrs.** | **Term** | **Grade** | **Prerequisites** | **Notes** |
| ACC 202 Managerial Accounting | 3 |  |  | ACC 201 |  |
| BAS 260 Professional Development and Protocol | 2 |  |  |  |  |
| BAS 270 Business Employability Seminar | 1 |  |  | CIT 105 and sophomore standing |  |
| MKT 282 Principles of Marketing | 3 |  |  | BAS 160 | Same as BAS 282 |
| Real Estate Management Track Technical Course | 3 |  |  |  | See list on back |
| Economics course | 3 |  |  |  | See Additional Information on back |
| **Total Semester Credit Hours** | **15** |
| **Total Degree Credit Hours** | **63** |

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| * **25% or more of Total Degree Credit Hours must be earned at BCTC** * **Cumulative GPA must be 2.0 or higher** |

**Graduation Requirements:**

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

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| **Additional Information** |
| Quantitative Reasoning course can be satisfied by MAT 105 Business Mathematics OR MAT 110 Applied Mathematics OR MAT 150 College Algebra or Higher Level Quantitative Reasoning course.  Economics course can be satisfied by ECO 201 Principles of Microeconomics OR ECO 202 Principles of Macroeconomics OR ECO 101 Contemporary Economic Issues.  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 Management Track Technical 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 200 Real Estate Principles II | 3 | REA 100 | Spring only |
| 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 220 Real Estate Brokerage Management | 3 |  |  |
| COE 199 Cooperative Education OR  BAS 280 Business Internship | 1- 4 |  |  |

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| **Embedded Credentials** | | | |
| Credential | Title | Requirements | Total Credit Hours | |
| Certificate | Pre-Licensing Real Estate | REA 100, REA 120 or 200 or 225 or 230 | 6 | |

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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 certificate** |

**Certificate Requirements:**