

# Real Estate

PROGRAM CODE: 10-194-1



Associate Degree



COURSE	CREDITS
BADM-106 MS Office for Business Applications .....	3
ENG-195 Written Communication ‡ .....	3
(or) ENG-201 English 1 ‡	
RLEST-180 Principles of Real Estate ^ * + .....	3
RLEST-182 Real Estate Law ^ + .....	3
RLEST-189 Introduction to Home Inspection .....	3
MATH-123 Math With Business Applications ‡ .....	3
(or) Any 200-level MATH course	
RLEST-181 Principles of Commercial Real Estate .....	3
RLEST-188 Listing, Selling and Sales Tools.....	3
RLEST-190 Introduction to Property Management * .....	3
BADM-110 Business Communications With Technology .....	3
ECON-195 Economics.....	3
(or) Any 200-level ECON course	
ENG-196 Oral/Interpersonal Communication ‡ .....	3
(or) Any 200-level ENG or SPEECH course	
PSYCH-199 Psychology of Human Relations.....	3
(or) Any 200-level PSYCH course	
RLEST-184 Real Estate Mortgage Lending.....	3
RLEST-185 Real Estate Investment Principles.....	3
ACCTG-110 Financial Accounting .....	3
BADM-134 Business Organization and Management.....	3
MKTG-102 Marketing Principles.....	3
RLEST-183 Real Estate Broker Preparation ^ .....	3
RLEST-187 Broker Management ^ .....	3

**Location:** Online Campus, West Allis

**Start Dates:** August and January

**Admission Requirement:** High school diploma or GED

**Transfer:** Will transfer to one or more four-year institutions

**Financial Aid Eligible:** Yes.

Apply at [fafsa.gov](https://fafsa.gov). Use School Code 003866.

### Program Description

This comprehensive, state-approved program prepares you for a range of careers in the real estate field, including sales and brokerage, building inspection, and property management. Courses that meet educational requirements to qualify for state licensing exams are part of the curriculum.

### Career Outlook

Options include working for real estate companies or as a self-employed real estate specialist. A willingness to work evenings and weekends is important.

### Program Learning Outcomes

- Prepare real estate contracts and documents in accordance with applicable laws.
- Apply mathematical, financing and investment principles to real estate transactions.
- Apply concepts of property valuation to real estate transactions.
- Identify building construction and environmental issues in real estate transactions.



**Complete Program Details**

**QUESTIONS?** 414-456-5323, 414-297-8903 or [leadpathway@matc.edu](mailto:leadpathway@matc.edu)

### CREDITS

Total credits needed to complete this degree

**60**

‡ Prerequisite required.

^ Counts toward earning the Real Estate Broker Associate technical diploma.

\* Counts toward earning the Property Management certificate.

+ Counts toward earning the Real Estate Salesperson certificate.

Program curriculum requirements are subject to change.

**Current MATC students should consult their Academic Program Plan for specific curriculum requirements.**

This program is approved by:

State of Wisconsin Department of Safety and Professional Services  
4822 Madison Yards Way

Madison, WI 53705; 608-266-2112

<https://dsps.wi.gov/Pages/Professions/RESalesperson/Default.aspx>