

# Real Estate

PROGRAM CODE: 10-194-1



Associate Degree



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

**Location:** Online Campus, West Allis

**Start Dates:** August and January

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

**Financial Aid Eligible:** Yes. Use code 003866 at [afsa.gov](http://afsa.gov).

### 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.

MATC courses are offered in person, entirely online or partially online. Check each course's delivery options in Self-Service at [selfservice.matc.edu](http://selfservice.matc.edu).

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>