

ASSOCIATE OF APPLIED SCIENCE DEGREE (AAS)

The Associate of Applied Science Degree in Real Estate provides the graduate with knowledge and skills to make intelligent decisions in the acquisition, ownership and disposition of real estate. The degree provides entry-level proficiency for real estate salesmen, brokers, property managers and appraisers. The program also provides enrichment for escrow officers, loan officers, building contractors and land developers.

STUDENT LEARNING OUTCOMES – Graduates of this program will have the opportunity to:

- Explain real estate listing practices and how they apply to the real estate market in general.
- Apply negotiation strategies to real-life professional situations involving real estate transactions.
- Explain the purpose of a standard real estate appraisal and the practices by which it is used.
- Demonstrate ability to complete real estate transactions in accordance with local, state, and Federal guidelines.
- Demonstrate ability to obtain an official real estate license required to practice in the capacity of real estate agent.

GENERAL EDUCATION REQUIREMENTS (25 Credits):

	CR	SEMESTER
COMMUNICATIONS: BUS 108, COM 101, 102, 215, ENG 102, 114, 205, JOUR 102, THTR 105	3	_____
ENGLISH: ENG 100, 101, 107, 113	3-5	_____
HUMAN RELATIONS: ALS 101, ANTH 101, 112, 201, 205, HIST 105, 106, 107, 150, 151, 210, 247, 260, HMS 130, 135B, 265B, MGT 100B, 283, PHIL 135, PSC 201, PSY 101, 102, 207, 208, 261, SOC	3	_____
MATHEMATICS: MATH 120 or above (except MATH 122, 123)	3	_____
SCIENCE: AST, BIOL, CHEM, EGG 131, 132, ENV, GEOG 103, 104, 117, GEOL, HHP 123B, 124B, PHYS	6	_____
FINE ARTS/HUMANITIES/ SOCIAL SCIENCES: AM, ANTH, ART, COM, ECON, ENG 223 or above, GEOG 106 or above, HIST, International Languages, Music, PHIL, PSC, PSY, SOC, THTR, WMST 113	3	_____
U.S. AND NEVADA CONSTITUTIONS: PSC 101 or HIST 101 and HIST 102 or HIST 101 and HIST 217	4-6	_____

SPECIAL PROGRAM REQUIREMENTS (36 Credits):

	CR	SEMESTER
BUS 101 Introduction to Business	3	_____
FT 125 Building Construction for Fire Protection	3	_____
IS 101 Introduction to Information Systems	3	_____
MKT 210 OR RE 102B Marketing Principles Real Estate Math	3	_____
RE 101 Real Estate Principles	3	_____
RE 103 Real Estate Law and Practice	3	_____
RE 199 Real Estate Investments	3	_____
RE 201B Real Estate Brokerage	3	_____
RE 202 Real Estate Financing and Insurance	3	_____
RE 203B Tax Aspects of Real Property Transactions	3	_____
RE 205B Real Property Management	3	_____
RE 206 Real Estate Appraising	3	_____

ASSOCIATE OF APPLIED SCIENCE

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Total Credits

Students may elect to graduate using the degree requirements in effect at the time of matriculation, or when they declared or changed major or the current catalog. If a program is official after a student has matriculated, the student may choose the degree requirements of the new program. In no case may a student use a catalog which is more than six years old at the time of graduation.