

Real Estate

70-credit Associate of Applied Science Degree

About the Program

Real Estate is a broad field with a variety of career paths. In response, WCTC offers a Real Estate program that is flexible and allows students to choose a special emphasis in the industry: Appraisal, Sales and Brokerage, Mortgage Lending or Property Management. No matter which area of concentration, students will study topics such as accounting, real estate records, real estate law, real estate brokerage, real estate investments, real estate finance and business statistics. Students also take elective courses that coincide with the area of specialization. Upon graduation, students will receive an associate of applied science degree in Real Estate plus a certificate in an area of emphasis.

Graduates will be able to pursue a wide spectrum of career opportunities including real estate sales, real estate brokerage, real estate appraiser, mortgage officer, property manager and more.

Potential Job Titles

- Real Estate Agent
- Real Estate Broker
- Appraiser
- Mortgage Officer
- Property Manager

Credit Transfer

Credits earned in the Real Estate program may be transferable to institutions offering baccalaureate degrees. Visit www.wctc.edu/transfer for specific information. Since the details of credit transfers change from time to time, be sure to contact the intended college or university to verify credit transferability.

Admission Process

- Fill out a WCTC application
- Send \$30 non-refundable application fee
- Send high school transcript or GED/HSED
- Send any previous college transcripts
- Complete Skills Assessment test (COMPASS)
- Begin pursuing Financial Aid options

For more information, call 262.691.5200.

Required Courses		Credits
First Semester		
101-105	Accounting Fundamentals	3
106-110	Microcomputer Bus Apps I	3+
194-180	Real Estate Fundamentals	3
194-187	Building Design & Structure	3
194-197	Real Estate Mathematics	3
801-195	Written Communication	3+
Total semester credits		18
Second Semester		
194-125	Real Estate Records	3
194-182	Real Estate Law	3
801-196	Oral/Interpersonal Communication	3+
809-166	Intro to Ethics: Theory & App	3
809-196	Introduction to Sociology	3+
809-199	Psychology of Human Relations	3
Total semester credits		18
Third Semester		
102-100	Contemporary Business	3
104-104	Sales Principles	3
194-184	Real Estate Finance	3
194-189	Real Estate Environmental Issues	2
809-195	Economics	3+
	Elective	3
Total semester credits		17
Fourth Semester		
102-160	Business Law I	3
194-101	Real Estate Sales Application	2
194-177	Real Estate Brokerage and Mgt	3
194-194	Real Estate Investments	3
804-189	Introductory Statistics	3
	Elective	3
Total semester credits		17
+ Proficiency exam available		
<i>Curriculum is current as of catalog printing. The most current curriculum requirements for graduation will be provided upon admission to program, or review at www.wctc.edu.</i>		

Real Estate Required Courses**101-105 Accounting Fundamentals** 3

Use a survey approach to learn the accounting process and to gain a general knowledge of the accounting principles and financial accounting procedures applied to business budgeting. This course is for non-accountants.

102-100 Contemporary Business 3

Develop a basic understanding of the principles and terminology used in the business world, and gain insight into the fields of marketing, business management, data processing, and accounting.

102-160 Business Law I 3

Examine the legal and ethical environments of business, including positive law, criminal and tort law, contracts, sales law, business formation, government regulation, agency, bailment, property, ethics, and social responsibility.

104-104 Sales Principles 3

Apply fundamental selling principles in a controlled setting. Through the use of videotaped role playing and structured experiences, demonstrate the ability to approach, secure desire, handle objections, and close the sale. Examine the characteristics of a successful salesperson, buyer behavior, communication styles, ethics, and international sales.

106-110 Microcomputer Bus Apps I 3

Gain an overview of Microsoft Office software and its five major applications: Microsoft Word, Excel, Access, PowerPoint, and Outlook. Also gain an understanding of Windows operating system and Internet Explorer. Successful course completion will assist in the preparation for core MOS certification.

194-101 Real Estate Sales Application 2

Gain practical training in the day-to-day transactions encountered by real estate professionals. Apply skills and knowledge of legal documents and sales techniques to case problem situations.

194-125 Real Estate Records 3

Become familiar with the real estate record systems used by the individual practitioner, local political jurisdictions, and county, state, and federal governmental agencies.

194-177 Real Estate Brokerage and Mgt 3

In this seminar, study sales planning, market analysis, the organization of a sales compensation plan, and the management of sales and service personnel, including selection, training, and supervision. Use case histories and problem-solving techniques to further students' studies.
Prerequisites: 194-180 Real Estate Fundamentals and 194-182 Real Estate Law; or Consent of instructor

194-180 Real Estate Fundamentals 3

Develop a decision-oriented approach to the basic concepts of real estate. Those going into real estate as a career as well as the owners and sellers of business, industrial, and residential property will benefit from this course.

194-182 Real Estate Law 3

Discuss the basic legal aspects of real estate with an emphasis on the nature of real estate and its ownership.

194-184 Real Estate Finance 3

Using actual case studies, explore money markets, interest rates, and financial real estate. Discuss topics such as lending policies, problems, and rules involved in financing real property.
Prerequisites: 194-180 Real Estate Fundamentals; or Consent of instructor

194-187 Building Design & Structure 3

Examine the fundamental concepts of good construction and design and their application to new construction, existing construction, and remodeling projects. Use sketches and drawings for graphic expression. This course is not designed to develop architectural competencies.

194-189 Real Estate Env Issues 2

Examine the internal and external environmental concerns affecting the sale and value of residential and commercial real estate. Study specific issues such as lead paint, radon, ureaformaldehyde resin, underground tanks, wells, and septic systems, as well as the laws and agencies regulating these issues.
Prerequisites: 194-180 Real Estate Fundamentals

194-194 Real Estate Investments 3

Explore the basic concepts of real estate investment and the management of real estate properties for the investor.
Prerequisites: 194-180 Real Estate Fundamentals; or Consent of instructor

194-197 Real Estate Mathematics 3

Develop the math skills used in the real estate business, including basic math, mortgage coefficients and amortization schedules, analytical procedures used in real estate investment and valuation, the relationship of Ellwood approaches to capitalization, and purchase and lease-back calculations.

801-195 Written Communication 3

Study and practice the transfer of information, ideas, and experiences in written form through reports, letters, memoranda, and other documents. Gain proficiency in the areas of organization, clarity, accuracy, and directness.
Prerequisites: COMPASS-Writing Skills or ACT-English or ASSET-Writing Skills or Accuplacer Sentence Skills or TABE Advanced Language or 831-103 Intro to College Writing or 851-771 Writing-Program Readiness

801-196 Oral/Interpersonal Comm 3

Practice the necessary skills for effective speech delivery, listening, assertiveness, conflict resolution, teamwork, and general interpersonal communication.

804-189 Introductory Statistics 3

Display data with graphs, describe distributions with numbers, perform correlation and regression analyses, and design experiments. Use probability and distributions to make predictions, estimate parameters and test hypotheses. Draw inferences about relationships including ANOVA.

809-166 Intro to Ethics: Theory & App 3

Gain a basic understanding of the theoretical foundations of ethical thought. Diverse ethical perspectives will be used to analyze and compare relevant issues. Critically evaluate individual, social and/or professional standards of behavior, and apply a systematic decision-making process to these situations.
Prerequisites: COMPASS-Reading Skills or 858-775 Reading - Program Readiness or 838-105 Intro Reading & Study Skills or TABE Advanced Reading or Accuplacer Reading Comprehension or College Proficiency - Reading or Grandfathered Rdg Requirement or ACT-Reading

809-195 Economics 3

Discuss the major institutions and principles that underlie the contemporary American economic system, and consider topics such as the free enterprise system, supply and demand, circular flow, government involvement, the Federal Reserve System, economic growth and development, the effects of international trade, comparative economic systems, and global economics.
Prerequisites: COMPASS-Reading Skills or 858-775 Reading - Program Readiness or 838-105 Intro Reading & Study Skills or TABE Advanced Reading or Accuplacer Reading Comprehension or College Proficiency - Reading or Grandfathered Rdg Requirement or ACT-Reading

809-196 Introduction to Sociology 3

Learn the basic concepts of sociology: culture, socialization, social stratification, multiculturalism, and the five institutions, including family, government, economics, religion, and education. Other topics include demography, deviance, technology, environment, social issues, social change, social organization, and workplace issues.
Prerequisites: COMPASS-Reading Skills or 858-775 Reading - Program Readiness or 838-105 Intro Reading & Study Skills or TABE Advanced Reading or Accuplacer Reading Comprehension or College Proficiency - Reading or Grandfathered Rdg Requirement or ACT-Reading

809-199 Psychology of Human Relations 3

Examine the principles of interaction as applied to human relations at home and on the job. Explore topics such as self concept, personality development, learning, motivation, emotions, stress, human relations processes, and special relationships.
Prerequisites: COMPASS-Reading Skills or 858-775 Reading - Program Readiness or 838-105 Intro Reading & Study Skills or TABE Advanced Reading or Accuplacer Reading Comprehension or College Proficiency - Reading or Grandfathered Rdg Requirement or ACT-Reading

Elective Options

194-186 Real Estate Appraisal
194-190 Property Management I

Any course at the associate degree level will meet the elective requirement.