



# Real Estate

## 62-credit Associate of Applied Science Degree

[www.wctc.edu/real-estate](http://www.wctc.edu/real-estate)

If you are tenacious, hardworking, detail oriented and enjoy working with people, a career in real estate may be a good fit for you. Those in this industry may work in a residential or commercial setting, have a good network of connections in place for the market they serve, and have a problem-solving mindset.

### About This Program

Prepare for a rewarding career in real estate sales, property management, mortgage lending, property appraisal or property assessment. Study real estate law, real estate finance, building design and structure, accounting and real estate investments in an active learning environment, while earning valuable industry credentials along the way.



#### Career Salaries

\$31,400 - \$91,300 annually plus potential bonus opportunities

Salary range estimates based on wages for related occupations in Waukesha County as reported by Economic Modeling Specialists International (EMSI). Individual wages may vary based on experience, industry, location and specific job requirements.



#### Potential Careers

Real Estate Agent  
Appraiser  
Mortgage Officer  
Property Manager  
Assessor

### What Makes This Program Unique

- Participate in active learning, site visits and guest speaker opportunities.
- Evening classes accommodate the working adult. An accelerated learning environment blends interactive in-class activities with online learning.
- Prepare to take the Wisconsin Real Estate Salesperson Examination.



PROGRAM CODE 10-194-1

### CORE COURSES

Credits

101-105	Accounting Fundamentals	3
102-160	Business Law	3
104-102	Marketing Principles	3
104-114	Social Media Promotion	2
106-162	Introduction to Microsoft Word	1
106-163	Intro to Microsoft Excel	1
106-166	Business Presentation Software	1
115-101	Mortgage Lending I	3
194-101	Real Estate Sales Application	2
194-160	Basic Appraisal Principles	2
194-161	Basic Appraisal Procedures	2
194-173	Building Design & Structure	3
194-180	Real Estate Fundamentals	3
194-182	Real Estate Law	3
194-184	Real Estate Finance	3
194-190	Property Management I	3
194-194	Real Estate Investments	3

### GENERAL STUDIES

801-136	English Composition 1	3
801-198	Speech	3
804-123	Math w Business Apps	3
809-166	Intro to Ethics: Theory & App	3
809-195	Economics	3
809-196	Intro to Sociology	3
809-199	Psychology of Human Relations	3



WAUKESHA COUNTY TECHNICAL COLLEGE

Hands-on Higher Ed