



**Business Administration Systems – Real Estate Management Track**  
**Associate in Applied Science degree**

**Program Coordinator: Sandye Hackney**

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**Program Website: <https://bluegrass.kctcs.edu/education-training/program-finder/business-administration.aspx>**

**Student Name:**

**Student ID:**

*Students must meet college readiness benchmarks as identified by the Council on Postsecondary Education or remedy the identified skill deficiencies.*

First Semester	Credit Hours	Term	Grade	Prerequisites	Notes
BAS 160 Introduction to Business	3				Same as MGT 160
REA 100 Real Estate Principles I	3				
CIT 105 Introduction to Computers OR OST 105 Introduction to Information Systems	3				
COM 181 Basic Public Speaking OR COM 252 Introduction to Interpersonal Communication	3				
ENG 101 Writing I	3				
Heritage or Humanities course	3				
<b>Total Semester Credit Hours</b>	<b>18</b>				

Second Semester	Cr. Hrs.	Term	Grade	Prerequisites	Notes
MGT 283 Principles of Management	3			BAS 160	Same as BAS 283
REA 121 Appraising	3				Spring only
Real Estate Management Track Technical Course	3				See list on back
CIT 130 Productivity Software OR OST 240 Software Integration	3			CIT 105 or OST 105	
ENG 102 Writing II	3				
<b>Total Semester Credit Hours</b>	<b>15</b>				

Third Semester	Cr. Hrs.	Term	Grade	Prerequisites	Notes
ACC 201 Financial Accounting	3			Sophomore standing	See Additional Information on back
BAS 267 Introduction to Business Law	3				Same as MGT 267
REA 225 Real Estate Finance	3				Fall only
REA 230 Real Estate Law	3				
Quantitative Reasoning course	3				See Additional Information on back
<b>Total Semester Credit Hours</b>	<b>15</b>				

Fourth Semester	Cr. Hrs.	Term	Grade	Prerequisites	Notes
ACC 202 Managerial Accounting	3			ACC 201	
BAS 250 Business Employability Seminar	1			CIT 105 & Sophomore Standing	
MKT 282 Principles of Marketing	3			BAS 160	Same as BAS 282
Real Estate Management Track Technical Course	3				See list on back
Economics course	3				See Additional Information on back
Natural Sciences course	3				
<b>Total Semester Credit Hours</b>	<b>16</b>				
<b>Total Degree Credit Hours</b>	<b>64</b>				

- Graduation Requirements:**
- 25% or more of Total Program Credit Hours must be earned at BCTC
  - Cumulative GPA must be 2.0 or higher

**Advisor Name** \_\_\_\_\_

**Advisor Contact** \_\_\_\_\_

### Additional Information

Student can complete both ACT 101 and ACT 102 instead of ACC 201.

Quantitative Reasoning course can be satisfied by MAT 105 Business Mathematics OR MAT 110 Applied Mathematics OR MAT 150 College Algebra or Higher Level Quantitative Reasoning course.

Economics course can be satisfied by ECO 201 Principles of Microeconomics OR ECO 202 Principles of Macroeconomics OR ECO 101 Contemporary Economic Issues.

REA 100 Real Estate Principles I and either REA 120 Real Estate Marketing or REA 230 Real Estate Law may be taken concurrently. These two classes fulfill Kentucky's education requirements of 6 college credit hours in real estate classes to be eligible to sit for the Kentucky Real Estate Sales Associates License.

### Real Estate Management Track Technical Courses

(Courses on the list below or other courses approved by the Real Estate Coordinator)

Course	Cr. Hrs.	Prerequisites	Notes
REA 120 Real Estate Marketing	3		
REA 200 Real Estate Principles II	3	REA 100	Spring only
REA 201 Property Management	3	REA 100	Summer only
REA 202 Real Estate Investments I	3		
REA 212 Real Estate Investments II	3	REA 202	
REA 220 Real Estate Brokerage Management	3		
COE 199 Cooperative Education OR BAS 280 Business Internship	1- 4		

### Embedded Credentials

Credential	Title	Requirements	Total Credit Hours
Certificate	Pre-Licensing Real Estate	REA 100, REA 120 or 200 or 225 or 230	6

**Certificate Requirements:**

- 25% or more of Total Certificate Credit Hours must be earned at BCTC**
- Grade of C or higher in each course required for certificate**