



Real Estate

ASSOCIATE DEGREE

Program Code: 10-194-1

West Allis Campus (Also offered online)

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.

You can earn the Real Estate Broker Associate technical diploma, and Real Estate Salesperson and Property Management certificates on your way to completing this associate degree.

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
- Manage real property consistent with applicable laws
- Apply real estate sales and marketing strategies

Admission Requirement

- A high school diploma or GED



Business & Management
MILWAUKEE AREA Technical College

For complete information, go to
matc.edu/course-catalog/business-management

To apply for financial aid, visit fafsa.gov School Code: 003866

COURSES

Credits

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

TOTAL CREDITS: 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.
 This Associate in Applied Science program will transfer to one or more four-year institutions.

Current MATC students should consult their Academic Program Plan for specific curriculum requirements.

Possible Careers

- Real Estate Agent
- Building Inspection
- Brokerage Investment
- Property Management

Related Programs

- Real Estate Broker Associate
- Property Management
- Real Estate Salesperson
- Marketing

This program is approved by the 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>.



10% Post Consumer Recycled



matc.edu or 414-297-MATC
 Wisconsin Relay System 711

Downtown Milwaukee Campus
 700 West State Street

Mequon Campus
 5555 West Highland Road

Oak Creek Campus
 6665 South Howell Avenue

West Allis Campus
 1200 South 71st Street

**MATC Education Center
 at Walker's Square**
 816 West National Avenue, Milwaukee