

# Associate of Applied Science Business *Specialization: Real Estate*

Home ownership is major component of the American dream! Did you know that fastest growing population of homeowners are under age 25? Whether the product is home ownership or commercial real estate, the need for real estate professionals continues to out-pace the demand for certified resources.

At Mesa Community College (MCC), our **Associate of Applied Science** degree in Business with a specialization in **Real Estate** is designed to give you the competency, tools, and capabilities necessary to successfully contribute in the demanding and dynamically changing role of today's real estate professionals.

## Why Our Associate Degree?

- Few fields can match the range of reward opportunities found in real estate
- You'll learn how to work with others, communicate effectively, and develop traits such as initiative and a desire to attain goals, two of the qualities that are valuable requirements in today's real estate professionals
- You will acquire the ability to solve complex problems using creativity, quantitative analysis, and a keen understanding of the dynamic real estate market
- Day, evening, and online course offerings available
- Enhances your transfer capability to Arizona State University, University of Arizona, and Northern Arizona University.
- Ready to get started? **Turn this card over** for detailed course scheduling information.



## Why Mesa Community College?

- As the largest member of the ten-college Maricopa County Community College District, MCC is noted for a 40-year history of delivering competency-based education with nationally recognized achievement outcomes.
- Our Business Department delivers eight different Associate Degrees and Certificates of Completion in more than 22 specialized academic disciplines. Our students can choose from degrees or certificates specializing in management, marketing, project management, small business management, international business, e-commerce, web technology, web design, computer information systems, or administrative office career areas.
- Our instructors are proven certified professionals with substantive real-world experience.
- A cost effective education opportunity when compared to the public / private university alternatives
- MCC works closely with our business and industry partners to design specific educational programs that upgrade employee skills and support those who are re-entering the workforce or changing careers.

To learn more about our academic degree programs, enroll in classes, or how you can join the distinguished alumni of the nation's largest community college system, call us at 480-461-7729, find us online at [www.mc.maricopa.edu/business](http://www.mc.maricopa.edu/business), or visit one of our campuses!



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Ready to start your pursuit of a degree in Real Estate? Our Business Faculty are ready to assist you! Students who follow this suggested sequence have achieved enhanced results from their academic efforts!

Semester	Course	Description	Credit Hrs	Prerequisite	Requirement Met
1	ENG101	First Year Composition	3		GENERAL EDUCATION
1	Humanities & Fine Arts	(Visit with Advisement for recommended courses)	3		GENERAL EDUCATION
1	Natural Science	(Visit with Advisement for recommended courses)	4		GENERAL EDUCATION
1	OAS108	Business English	3	Take before GBS233	BUSINESS CORE
1	BPC110 or CIS105	Computer Usage & Applications or Survey of Computer Information Systems	3		BUSINESS CORE
2	CRE101 or Test Out	Critical & Evaluative Reading	3	ENG101	GENERAL EDUCATION
2	COM100 or COM230	Introduction to Human Communication or Small Group Communication	3	Recommend Course	GENERAL EDUCATION
2	ENG102	First Year Composition	3		GENERAL EDUCATION
2	MAT120 or Higher	Intermediate Algebra	3 - 5		GENERAL EDUCATION
2	GBS151 or IBS101	Introduction to Business or Introduction to International Business	3		BUSINESS CORE
3	ACC109	Accounting Concepts	3		BUSINESS CORE
3	GBS233	Business Communication	3	ENG101 or ENG107	BUSINESS CORE
3	REA281	Principles of Real Estate Law	3		BUSINESS CORE
3	REA179 & REA180	Real Estate Principles I and Real Estate Principles II	6		REAL ESTATE
4	TQM101	Quality Customer Service	3		BUSINESS CORE
4	MKT271	Principles of Marketing	3		BUSINESS CORE
4	REA283 or REA270	Property Management or Basic Appraisal Principles	3	REA179	REAL ESTATE
4	TQM240	Project Management in Quality Organizations	3		BUSINESS CORE
5	MGT251	Human Relations In Business	3		BUSINESS CORE
5	REA282 or REA273	Real Estate Finance or Residential Market Analysis Highest & Best Use	3		REAL ESTATE
5	REA285 or REA274	Real Estate Selling or Residential Appraiser Site Valuation & Cost Approach	3		REAL ESTATE
5	REA288 or REA271	Real Estate Investment Strategy or Basic Appraisal Procedures	3	REA270	REAL ESTATE
5	SBU200	Society & Business	3		GENERAL EDUCATION

Looking for a Certificate of Completion? Visit with one of our Program Coordinators today to ensure that the prerequisite preparation has been achieved, and you can begin the track courses immediately!

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**Mesa Community College. Smart Thinking!**

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For official advisement, visit with the MCC Advisement & Transfer Services offices.

To obtain additional information or register for courses, visit us at: [www.mc.maricopa.edu/business](http://www.mc.maricopa.edu/business)

