

LANSING COMMUNITY COLLEGE

CURRICULUM GUIDE

Real Estate

Associate in Business Degree

Curriculum Code: 0130 (Effective Fall 2015 – Summer 2020)

Real estate agents rent, buy, and sell property for clients on a commission basis. Agents may study property listings to learn about what is for sale; keep informed of property values, market conditions and mortgage options; find prospects and develop leads and referrals; interview prospective clients to solicit listings; show property sites; draw up listings and contracts; negotiate loans on property; prepare marketing plans using advertising strategies such as open houses; and assist clients with available mortgage options. **Not all courses in this program transfer to all colleges.** Students planning to transfer should see an academic advisor before enrolling in any course.

PREREQUISITES

Students should see [Course Descriptions](#) for course prerequisite information. See [Academic Assessment and Placement Testing for Student Success](#) for skills assessment and advising information.

INFORMATION

Contact the Business & Economics Department, Gannon Building, Room 131, telephone number (517) 483-1522 (Website: www.lcc.edu/business/) or Academic Advising Department, Gannon Building – StarZone, telephone number (517) 483-1904.

REQUIREMENTS

TOTAL: 26 CREDITS

CODE	TITLE	CREDIT HOURS
MGMT 234	Diversity in the Workplace	3
MKTG 119	Mktg/Manage Your Profess Image	3
MKTG 120	Sales	3
MKTG 200	Principles of Marketing	3
REAL 271	Introduction to Real Estate	2
REAL 273	Real Estate Investment	3
REAL 275	Real Estate Financing	3
REAL 277	Property Management	3
REAL 279	Residential Appraisal	3

LIMITED CHOICE REQUIREMENTS

TOTAL: 34-40 CREDITS

Complete the indicated number of credits from **EACH CHOICE** listed below.

CHOICE 1: [General Education Core Areas](#) 13–18 Credits

(Click the link above for information on how to fulfill these requirements. Core area proficiency exams, where appropriate, are available for each core area.)

Communication Core Area	3–4
Global Perspectives and Diversity Core Area (See Note 1)	0
Mathematics Core Area	3–5
Science Core Area	4–5
Writing Core Area	3–4

CHOICE 2: Accounting 3–4 Credits

ACCG 100	Practical Accounting Non–Major	3
ACCG 101	Accounting Info for Management	3
ACCG 210	Principles of Accounting I	4

CHOICE 3: Computer Related (See Note 2) 3–4 Credits

CHOICE 4: Real Estate Related (See Note 3) 15 Credits

ARCH 100	Intro to Architecture Drawing	3
BUSN 118	Introduction to Business	3
CIVL 120	Surveying	4
ECON 201	Principles of Economics–Micro	4
INSU 265	Principles Risk and Insurance	3
LEGL 215	Business Law–Basic Principles	3
LEGL 221	Real Estate Transactions	3
MGMT 225	Principles of Mgmt/Leadership	3
MGMT 228	Organization Behavior	3
MKTG 140	Introduction to Advertising	3
MKTG 210	Marketing on the Internet	3
MKTG 221	Consumer Behavior	3
MKTG 229	Public Relations	3
REAL 274	Real Estate Pre–License Fund	3

MINIMUM TOTAL 60

NOTES:

1. Students completing "REQUIREMENTS" have fulfilled the requirements for this Core area.
2. Choose CIT_ prefix courses not already used to meet degree requirements.
3. Students should meet with a Business & Economics Department advisor to assure that selection of Limited Choice courses will best fit their career plans.

SUGGESTED COURSE SEQUENCE

Students should see course descriptions to find out when departments plan to offer courses. Students who for any reason are unable to follow the course sequence suggested below (for example, those who are part-time, have transferred in courses from another school, or have prerequisites to fulfill) should contact an academic advisor for help with adjustments.

I	II	III	IV
MKTG 119	REAL 273	MKTG 200	MGMT 234
MKTG 120	REAL 277	REAL 275	Lim.Ch.
REAL 271	Lim.Ch.	REAL 279	Lim.Ch.
Lim.Ch.	Lim. Ch.	Lim.Ch.	Lim.Ch.
		Lim.Ch.	