



Suggested Schedule to Associate for Applied Science (AAS-T) in Real Estate

This pathway meets requirements for Associate of Applied Science-Transfer (AAS-T) in Real Estate. This sample schedule assumes a fall start. If you wish to take alternate courses not listed below please meet with a North advisor to confirm you're still meeting AAS-T degree requirements.

Before You Start

- If needed, [Pre-College Math](#) or ABE Adult Basic Education.
- If needed, [Pre-College English](#), ABE Adult Basic Education or [ESL English as a Second Language](#).

To Do

- Explore placement options: take the math and English placement tests if needed.
- Transfer previous college credits to [North](#).
- Attend New Student Orientation.
- Apply for financial aid for the upcoming academic year in Winter or Spring quarter to maximize funding options.
- Visit startnextquarter.org to find out if Workforce Education funding is available for you.
- Explore Prior Learning Assessment (PLA) options if you have significant professional industry training.
- Explore residential and commercial real estate with program faculty.

Year One

Credits

Quarter 1

- ENGL& 101 English Composition I.....5
- ACCT& 201 Principles of Accounting I.....5
- RES 100 Real Estate Fundamentals.....5

Quarter 2

- US/GS Elective: HUM 105 Intercultural Communication or CMST 205 Multicultural Communication
- ACCT& 202 Principles of Accounting II.....5
- RES 106 Real Estate Fraud.....1
- RES 140 Real Estate Sales & Practice3

Quarter 3

- ACCT& 203 Principles of Accounting III5
- MATH 116 Appl. Math to Mgt., Life & Social Sciences.....5
- RES 170 Real Estate Law3

Quarter 4

- RES 125 Application of Real Estate Math.....2
- RES 260 Real Estate Finance-Commercial or RES 164 Real Estate Finance Residential.....5
- RES 202 Multi-Family Property Management or RES 203 Property Management - Commercial.....3
- ENV&S 101 Intro to Environmental Science w/Lab or GEOL& 101 Physical Geology or SCI 121 Natural Disasters5

Quarter 1

- Schedule an appointment with your assigned advisor in [Starfish](#) to meet and discuss your goals.
- Drop by the [Library](#) to get help with research; check out resources; access computers and study space; and create media projects.
- Visit the Student Learning Center to learn about tutoring services offered in-person and online.
- Check out campus life: student clubs, Equity & Welcome Center, Fitness Center, etc.
- Visit Career Services office in the OCE&E building to learn about career/job exploration resources.
- Attend an "Exploring Careers and Majors Workshop" or meet with a counselor.
- Attend the Career Fair on campus in March to learn about job opportunities.

Quarter 2

- Create an educational plan with your assigned advisor.
- Apply for financial aid for the upcoming academic year in Winter or Spring quarter to maximize your funding options.

Quarter 3

- Attend a resume workshop and create a resume.
- Apply for the Seattle Colleges Foundation Scholarship and other scholarships.
- Consider Student Leadership positions and other on-campus jobs.
- Conduct informational interviews and job shadowing at various real estate firms.
- Apply for Summer financial aid.

Quarter 4

- Explore professional organization memberships and attend meetings.



Year Two

Quarter 5

- RES 164 Real Estate Finance Residential or
RES 260 Real Estate Finance-Commercial5
- RES 203 Property Management-Commercial or
RES 202 Multi-Family Property Management.....5
- RES 235 Sales and Marketing.....3
- BUS& 201 Business Law5

Quarter 6

- ECON& 201 Micro Economics.....5
- BUS 210 Business and Economic Statistics
- Technical Elective.....5
- RES 130 Green Real Estate or
RES 217 Real Estate Development and Sustainability3
- RES 220 Real Estate Economics.....3

Quarter 7

- ECON& 202 Macro Economics.....5
- RES 177 Real Estate Taxes.....2
- RES 197 Real Estate Title & Escrow3
- RES 217 Real Estate Development and Sustainability or
RES 130 Green Real Estate3

Total Credits Required: 91

Quarter 5

- Update your educational plan with your assigned advisor.
- Update your resume for job search and attend an interview prep workshop.
- Conduct informational interviews and job shadowing at various real estate firms.
- Create a LinkedIn profile and enhance your online presence.
- Attend the career fair on campus in March.

Quarter 6

- Research future education options such as the BAS in Property Management at North.
- Attend career fairs on campus and other employer-career events
- Apply for graduation for AAS-T in Real Estate, the Certificate in Property Management, and the Certificate in Real Estate.
- Ensure all Academic Exception paperwork is submitted (such as course substitutions, transfer credit, and PLA) as needed.
- Apply for the BAS in Property Management by the first priority deadline of March 15.

Quarter 7

- Order cap and gown for commencement and join alumni association.
- Attend on-campus graduation fair and commencement ceremony.
- Add your classmates on LinkedIn to grow your network and keep in touch.



About the Map

This pathway meets requirements for the Associate of Applied Science-Transfer (AAS-T) in Real Estate. Completion of this degree opens doors to a variety of careers in real estate and property management industries. It also allows you to transfer at the junior level into the Bachelor of Applied Science (BAS) in Residential and Commercial Property Management, International Business, or Accounting at North.

Students in this pathway will learn about legal and ethical standards of the real estate industry, distinguish between sustainable and traditional development, and manage the sale of properties. The program gives students a broad base of knowledge and training in the real estate field. Graduates will be prepared to enter the real estate field in sales, finance, investments, and property management. This program provides the courses for the Washington state real estate broker's license. The classes are approved as continuing education clock hours for real estate brokers, property managers and appraisers by the Washington Department of Licensing.

Career Opportunities

- Real Estate Broker
- Property Manager
- Transaction Coordinator
- Real Estate Associate
- Sales Agent
- Entry level positions in Title and Escrow

A Real Estate Broker's license or bachelor's degree or higher may be required for some careers listed above. For current employment and wage estimates, please visit and search at www.bls.gov/oes.

Approximate Costs Each Quarter

Tuition & fees for:

WA state residents.....	\$1555
Books, supplies, and miscellaneous fees	\$475

***Please note that these costs are estimates and may vary.**

Apply for Financial Aid and Other Funding

All students in need should apply for financial aid – do not assume you are not eligible! Visit <https://northseattle.edu/financial-aid> to learn more about the application steps and types of financial aid available, including grants and scholarships you don't have to pay back.

Some students may be eligible for Workforce Education tuition assistance programs depending on program of study, family income and family size, DSHS assistance, unemployment/employment status of self or spouse, or veteran status. Take this short survey to find out if you pre-qualify for funding at: www.StartNextQuarter.org.

Which quarter can I begin?

Any.

Length of Program

91 credits = 7 quarters if you follow this full-time pathway

Class Times/Delivery Format?

North offers courses on-campus in the day, evenings, online, or hybrid (part on-campus, part online), and occasional Saturdays. Check the class schedule for the latest offerings.

Find Out More

Visit northseattle.edu/programs/realestate to learn more about this pathway, or contact the Program Coordinator, Mark Potter at mark.potter@seattlecolleges.edu or 206-934-3725 or the Business and Accounting advisor at northseattle.edu/advising/contact or 206-934-3658.

Future Education Opportunities

Once you complete the AAS-T degree, additional education opportunities include:

- A Bachelor of Applied Science (BAS) in Residential and Commercial Property Management, International Business, or Accounting at North Seattle College.
- A Bachelor of Applied Science (BAS) degree in another area at one of the Seattle Colleges or Washington State Community and Technical Colleges.
- Degree programs offered at The Evergreen State College or Western Governor's University.

Program and admissions requirements vary from college-to-college. Contact an advisor to create an educational plan tailored to transfer to the institution of your choice.