

# LEVEL I CERTIFICATES & AAS, REAL ESTATE

**Additional information:** Reference the SHSU Polytechnic College (<https://sam.edu/>) page for additional information.

## Program Description

The Real Estate Program is designed to equip students with the practical knowledge and industry-specific skills required to succeed in today's competitive real estate market. The program provides a flexible pathway aligned with Texas Real Estate Commission (TREC) licensure requirements. The curriculum emphasizes transaction-ready competencies, ensuring students are prepared to move confidently from coursework to professional practice.

Students develop expertise in contracts, leasing, property operations, digital real estate tools and regulatory compliance. With targeted instruction focused on residential real estate and property management, the program combines foundational real estate principles with applied learning experiences that reflect current market expectations. Coursework is designed to strengthen communication, negotiation and client service skills, while reinforcing ethical standards and legal responsibilities within the profession.

Upon completion of the program, graduates are prepared to pursue TREC licensure and enter the workforce with the practical experience and professional competencies needed to thrive in residential real estate or property management.

## Statewide Industry Insights

- Current Workforce: 12,521
- Average Salary: \$62,600
- Open Positions: 1,319

Data provided by Lightcast, 2025

Code	Title	Hours
<b>Level I Certificate, Property Management</b>		
RELE 1307:	Real Estate Investments	3
RELE 1309:	Real Estate Law	3
RELE 1315:	Property Management	3
RELE 1321:	Real Estate Marketing	3
RELE 1335:	Real Estate Construction	3
<b>Total Hours</b>		<b>15</b>

**Note:** The Level I certificate program stacks into the AAS curriculum.

Code	Title	Hours
<b>Level I Certificate, Residential Real Estate</b>		
RELE 1200:	Contract Forms and Addenda	2
RELE 1201:	Principles of Real Estate I	2
RELE 1211:	Law of Contracts	2
RELE 1238:	Principles of Real Estate II	2
RELE 1303:	Real Estate Appraisal	3
RELE 2201:	Law of Agency	2
RELE 2331:	Real Estate Brokerage	3
<b>Total Hours</b>		<b>16</b>
<b>Cumulative Total</b>		<b>31</b>

**Note:** The Level I certificate program stacks into the AAS curriculum.

Code	Title	Hours
<b>AAS, Real Estate</b>		
ECON 2301	Principles Of Macroeconomics	3
ENGL 1301	Composition I <sup>1</sup>	3
MATH 1332	College Mathematics <sup>2</sup>	3
PHIL 2303	Critical Thinking <sup>3</sup>	3
SPCH 1321	Business & Professional Communication <sup>4</sup>	3

PBAD 2347: Urban Planning	3
RELE 1219: Real Estate Finance	2
RELE 1323: Real Estate Computer Application	3
RELE 1329: Fundamentals of Environmental Issues	3
RELE 2381: Cooperative Education – Real Estate	3
<b>Total Hours</b>	<b>29</b>
<b>Cumulative Total</b>	<b>60</b>

- <sup>1</sup> ENGL 1301 satisfies the Core Curriculum requirement for Component Area I (Communications).  
<sup>2</sup> MATH 1332 satisfies the Core Curriculum requirement for Component Area II (Mathematics).  
<sup>3</sup> PHIL 2303 satisfies the Core Curriculum requirement for Component Area VIII (Social and Behavioral Sciences).  
<sup>4</sup> SPCH 1321 satisfies the Core Curriculum requirement for Component Area IX (Component Area Option).

**Additional information:** Reference the SHSU Polytechnic College (<https://sam.edu/>) page for additional information.

## Level I Certificate, Property Management

### First Year

Fall	Hours
RELE 1307: Real Estate Investments	3
RELE 1309: Real Estate Law	3
RELE 1315: Property Management	3
RELE 1321: Real Estate Marketing	3
RELE 1335: Real Estate Construction	3
	<b>15</b>

**Total Hours: 15**

**Note:** The Level I certificate program stacks into the AAS curriculum.

## Level I Certificate, Residential Real Estate

### First Year

Spring	Hours
RELE 1200: Contract Forms and Addenda	2
RELE 1201: Principles of Real Estate I	2
RELE 1211: Law of Contracts	2
RELE 1238: Principles of Real Estate II	2
RELE 1303: Real Estate Appraisal	3
RELE 2201: Law of Agency	2
RELE 2331: Real Estate Brokerage	3
	<b>16</b>

**Total Hours: 16**

**Note:** The Level I certificate program stacks into the AAS curriculum.

## AAS, Real Estate

### First Year

Summer	Hours
ENGL 1301 <sup>1</sup>	3
MATH 1332 <sup>2</sup>	3
PHIL 2303 <sup>3</sup>	3
SPCH 1321 <sup>4</sup>	3
	<b>12</b>

### Second Year

Fall	Hours
ECON 2301	3

PBAD 2347: Urban Planning	3
RELE 1219: Real Estate Finance	2
RELE 1323: Real Estate Computer Application	3
RELE 1329: Fundamentals of Environmental Issues	3
RELE 2381: Cooperative Education – Real Estate	3
	<b>17</b>

**Total Hours: 29**

- <sup>1</sup> ENGL 1301 satisfies the Core Curriculum requirement for Component Area I (Communications).
- <sup>2</sup> MATH 1332 satisfies the Core Curriculum requirement for Component Area II (Mathematics).
- <sup>3</sup> PHIL 2303 satisfies the Core Curriculum requirement for Component Area VIII (Social and Behavioral Sciences).
- <sup>4</sup> SPCH 1321 satisfies the Core Curriculum requirement for Component Area IX (Component Area Option).

The Texas Higher Education Coordinating Board (THECB) marketable skills initiative is part of the state's **60x30TX plan** and was designed to help students articulate their skills to employers. Marketable skills are those skills valued by employers and/or graduate programs that can be applied in a variety of work or education settings and may include interpersonal, cognitive, and applied skill areas.

The Level I Certificates and AAS Program in Real Estate are designed to provide graduates with the following marketable skills:

- Prepare and interpret real estate contracts, leases, and addenda using accurate legal and industry terminology.
- Apply real estate laws, regulations, and ethical practices in residential sales and property management settings.
- Utilize real estate technologies and platforms such as MLS (Multiple Listing Service - a database system used by real estate professionals to share information about properties for sale, and is a critical tool in real estate for listing, searching, and marketing residential and commercial properties, property management software, and digital marketing tools).
- Analyze property data and market trends to support pricing, investment, and leasing decisions.