

REAL ESTATE, ASSOCIATE OF APPLIED SCIENCE



Program Information

Do you love exploring neighborhoods looking at “dream homes?” Are you a people person with strong relationship skills? If so, a career as a real estate agent may be for you. Real estate agents make an excellent living and enjoy a stimulating, fast-paced working environment. If negotiating deals and being in complete control over your success fits your personality and career dreams, then San Jacinto College is the perfect place to jump start your career!

The San Jacinto College real estate certificate program:

- Is designed to enable students to gain the knowledge and credentials necessary to take the salesperson’s licensure examination;
- Includes courses that provide for the annual renewal of the salesperson’s license and better equip students to be successful in the highly competitive field of real estate; and
- Bears the prestigious Exemplary Workforce Education Program rating from the Texas Higher Education Coordinating Board and is taught by instructors who are experienced specialists.

Additional Information

All the courses in the certificate program also apply toward the Associate of Applied Science (AAS) degree.

The two-year program that leads to an AAS degree is for students who want to earn an associate degree while preparing for jobs in real estate and for sales or broker licensure.

Students pursuing a bachelor’s degree should see a counselor or the Department Chair prior to registration.

Career Opportunities

Students who pursue a certificate or degree in real estate seek employment in:

- Residential brokerage,
- Commercial brokerage,
- Property management,

- Appraisal,
- Apartment locating,
- Mortgage lending,
- Title services,
- Inspection, and
- Government or corporate services.

Students may also be self-employed in real estate consulting or full-time investing.

Earning Potential

Real Estate Broker: \$125,019 per year¹

Real Estate Sales Agent: \$78,061 per year¹

¹ Source: texaswages.com (<http://texaswages.com>), median salary Gulf Coast region, 2019

For more information, students may contact 713-894-9436.

Campuses

Central Campus
North Campus
South Campus

Information

This two-year program leading to an Associate of Applied Science (AAS) degree in real estate is for students who want to earn a two-year degree while preparing for jobs in real estate and for sales or broker licensure. Students pursuing a bachelor’s degree should see a counselor or the Department Chair prior to registration.

Real Estate Sales Agent Licensure Information

A sales agent is a person who is licensed by the Real Estate Commission to act as an agent on behalf of a real estate broker and their clients. A sales agent must be sponsored by a licensed Broker in order to perform any act of real estate services.

Qualifications

- Citizen of the United States or lawfully admitted alien
- 18 years of age or older
- Meet TREC’s qualifications for honesty, trustworthiness, and integrity
- Consider requesting a Fitness Determination Form before applying for the license

File your Application Online or by Mail

Submit your application and fee to become a Sales Agent using our Online Services. If you don’t already have a username and password for our Online Services, register now. If you prefer, you can also apply for your Sales Agent license using our paper application.

Fingerprints for Background Check

You are required by law to have fingerprints on file with the Texas Department of Public Safety (DPS) so a background check can be performed. Fingerprints on file for other agencies will not be accepted. A license will not be issued if the background check has not been passed.

Expect a delay if you are notified of an investigation into your background history.

Submit your Qualifying Education

180 classroom hours of the following qualifying real estate courses:

- Principles of Real Estate I (30 classroom hours)
- Principles of Real Estate II (30 classroom hours)
- Law of Agency (30 classroom hours)
- Law of Contracts (30 classroom hours)
- Promulgated Contract Forms (30 classroom hours)
- Real Estate Finance (30 classroom hours)

Submit your course completion documents to TREC after applying online or with your paper application. After completing your course work, you are welcome to submit a course and instructor evaluation. If you completed any of the above qualifying real estate courses through an accredited college/university for academic credit, submit a transcript for evaluation.

Taking the Exam

License exams are administered by PearsonVUE, a testing service company. You will be sent a notice with instructions for scheduling the exam and obtaining a copy of the exam Candidate Handbook. If you fail the exam three times, additional education will be necessary.

Educational Requirements for Texas Real Estate Licensure: Requirements for licensure are subject to change by the Texas Real Estate Commission. Three semester credit hours (SCH) are the equivalent of 45 clock or classroom hours. A real estate salesperson is required to complete a total of 18 SCH (270 classroom hours) of education by the end of his or her first year of licensure. Courses acceptable toward sales educational requirements are also acceptable for broker educational requirements.

Real Estate Broker Licensing Information

A Licensed Real Estate Broker is a person who provides real estate services to another person in exchange for a commission. Brokers can also sponsor and supervise real estate sales agents.

Qualifications

- Citizen of the United States or lawfully admitted alien
- 18 years of age or older
- Meet TREC's qualifications for honesty, trustworthiness, and integrity
- Consider requesting a Fitness Determination before applying for the license

Submit your Qualifying Education

270 classroom hours of qualifying real estate courses, including the following mandatory courses:

- Principles of Real Estate I (30 classroom hours)
- Principles of Real Estate II (30 classroom hours)
- Law of Agency (30 classroom hours)
- Law of Contracts (30 classroom hours)
- Promulgated Contract Forms (30 classroom hours)
- Real Estate Finance (30 classroom hours)
- Real Estate Brokerage (30 classroom hours)

The Real Estate Brokerage course must be completed not more than two years before the application date.

An additional 630 classroom hours in related qualifying courses acceptable to the Commission or approved Continuing Education (CE) courses are also required.

TREC approved elective qualifying courses include:

- Real Estate Appraisal
- Real Estate Law
- Real Estate Marketing
- Real Estate Math
- Property Management
- Real Estate Investments
- Residential Inspections for Real Estate Agents

Following is a list of course topics acceptable for related qualifying course credit if completed for academic credit through a college or university.

- Accounting
- Principles/Intro
- Bookkeeping
- Income Tax
- Managerial
- Advertising
- Principles/Intro
- Public Relations
- Architecture
- Drawing
- Business
- Intro to Business
- Business Communications
- Business Math
- Business Principles
- Business Writing
- Business Ethics
- Construction
- Basic Design
- Building
- Electricity
- Environmental Design
- Framing
- Materials
- Roofing
- Structures
- Surveying
- Finance
- Business
- Corporation
- Entrepreneurship
- Financial Institutions
- Money and Banking
- Mortgage Lending/Loan Processing
- Investments

- Principles/Intro
- Investment Analysis
- Law
- Agency
- Agricultural
- Business
- Commercial
- Contracts
- Institutions and Management
- Legal Environment
- Oil and Gas
- Property
- Management
- Principles/Intro
- Business Organizations
- Farm and Ranch
- Office
- Personnel
- Public Administration
- Occupational Administration
- Marketing
- Principles/Intro
- Agricultural Marketing
- Marketing Management
- Real Estate
- Law, Finance, Contracts
- Farm and Ranch Properties
- Real Estate Trends
- Title and Closings
- Ethics
- Taxation
- Internship
- Staging (Interior Design)

A bachelor's degree or higher from an accredited college or university satisfies all of the related education requirements for a broker license. A copy of the college transcript awarding the degree must be submitted as evidence of completion of the degree.

Submit your course completion documents to TREC after applying online or with your paper application. After completing your course work, you are welcome to submit a course and instructor evaluation.

Meet the Experience Requirements

Candidates for a broker license must also meet the following experience requirements:

Have at least four years' active experience as a licensed real estate sales agent or broker during the 60-month period preceding the filing of the application. Your experience must total 3600 points and be reported on the Qualifying Experience Report for a Broker License. You must also include a transaction identification list for each transaction claimed on the experience report.

File your Application Online or by Mail

Submit your application and fee to become a Sales Agent using our Online Services. If you don't already have a username and password for our Online Services, register now. If you prefer, you can also apply for your Sales Agent license using our paper application.

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Taking the Exam

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If you fail the exam three times, additional education will be necessary.

For further information, students may call, write, or email:

The Texas Real Estate Commission
 PO Box 12188
 Capitol Station, Austin, TX 78711-2188
 Hours: Monday through Friday, 8 AM to 5 PM
 512-936-3000 (Call Center: 7:00 AM to 6:00 PM)
 Email TREC: General Questions and
 Information: information@trec.texas.gov

Code	Title	Credits
Core Real Estate Courses		
RELE 1201	Principles of Real Estate I	2
RELE 1211	Law of Contracts	2
RELE 1238	Principles of Real Estate II	2
RELE 1300	Contract Forms and Addenda	3
RELE 1303	Real Estate Appraisal	3
RELE 1307	Real Estate Investments	3
RELE 1315	Property Management	3
RELE 1319	Real Estate Finance	3
RELE 1321	Real Estate Marketing	3
RELE 1325	Real Estate Mathematics	3
RELE 2301	Law of Agency	3
RELE 2331	Real Estate Brokerage	3
Total Credits		33

Related Courses Acceptable Toward Broker Licensure can be found on the TREC website www.trec.texas.gov (<https://publications.sanjac.edu/areas-study/business/real-estate-aas/www.trec.texas.gov>).

Admission

No admission requirements.

Job entry requirements:

For students in this course who may have a criminal background, please be advised that your criminal history could keep you from being licensed by the state of Texas. If you have a question about your background and

licensure, please speak with your faculty member or Department Chair.
Reference Texas House Bill 1508.

Plan of Study

All Campuses

3REAL

First Term		Credits
RELE 1201	Principles of Real Estate I	2
RELE 1211	Law of Contracts	2
RELE 1238	Principles of Real Estate II	2
RELE 1300	Contract Forms and Addenda	3
RELE 1319	Real Estate Finance	3
RELE 2301	Law of Agency	3
Credits		15
Second Term		Credits
BCIS 1305 or ITSC 1309	Business Computer Applications or Integrated Software Applications I	3
RELE 1303	Real Estate Appraisal	3
RELE 1321 or MRKG 2333	Real Estate Marketing or Principles of Selling	3
RELE 1325	Real Estate Mathematics	3
RELE 2366	Real Estate Practicum I (or Field Experience)	3
Credits		15
Third Term		Credits
POFT 1301 or BUSI 2304	Business English or Business Communications	3
RELE 1307 or BUSI 2301	Real Estate Investments or Business Law	3
RELE 1323 or RELE 1315	Real Estate Computer Application or Property Management	3
RELE 2331	Real Estate Brokerage	3
RELE 2367	Real Estate Practicum 2	3
Credits		15
Fourth Term		Credits
Social and Behavioral Sciences ¹		3
Language, Philosophy, and Culture (Humanities) or Creative Arts (Fine Arts)		3
ENGL 1301	Composition I	3
MATH 1314 or MATH 1332	College Algebra (or higher) ¹ or Contemporary Mathematics (Quantitative Reasoning)	3
Select one of the following:		3
SPCH 1318	Interpersonal Communication	
SPCH 1321	Business and Professional Speech	
SPCH 1315	Public Speaking	
Credits		15
Total Credits		60

Capstone Experience: RELE 2367 Real Estate Practicum 2

¹ Students must be Texas Success Initiative (TSI) complete in order to graduate: Math level 9