

REAL ESTATE

THE PROGRAM

Want a fascinating experience learning about real estate? South Plains College offers three educational programs designed to give you the skills and experiences that will enable you to work effectively in the real estate industry.

The two-year associate degree program is structured to prepare you for entry into a real estate brokerage or a related real estate field. Upon completion of the course, you will receive an Associate of Applied Science degree and will have met all of the educational requirements for a Texas Real Estate Sales Person's License.

The Salesmanship Certificate in Real Estate is designed to provide students with a specialized and practical education in real estate. Students who complete the program will be eligible to receive a Certificate of Proficiency from South Plains College and will satisfy the educational requirements of the Texas Real Estate Commission to take the Texas Real Estate Commission Sales Agent License examination and meet the educational requirements to renew the Sales Agent license and begin or continue working in a real estate office. The Salesmanship Certificate in Real Estate is a TSI-waived program.

The Occupational Skills Award in Real Estate is designed to provide students with a specialized and practical education in real estate.

Students who complete the program will be eligible to receive an Occupational Skills Award from South Plains College and will satisfy the educational requirements of the Texas Real Estate Commission to take the Texas Real Estate Commission Sales Agent License examination. Once licensed, the student is eligible to begin working in a real estate business. This is a TSI-waived program.



PROGRAM OF STUDY

South Plains College offers the following Texas Real Estate Commission approved “core” real estate courses:

- *Principles of Real Estate*
- *Real Estate Law*
- *Real Estate Finance*
- *Law of Agency*
- *Real Estate Appraisal*
- *Real Estate Contracts*
- *Real Estate Marketing*
- *Real Estate Brokerage*
- *Real Estate Investment*
- *Property Management*
- *Real Estate Mathematics*

South Plains College also offers a series of courses that help expand your real estate knowledge and skills including:

- *Brokerage*
- *Real Estate Investments*
- *Real Estate Appraisal*
- *Real Estate Exam Preparation*

All real estate programs and courses are monitored by an advisory committee comprised of business professionals with real estate expertise who keep the program in tune with industry needs and developments. For detailed curriculum information and courses descriptions, please consult the current General Catalog.

LICENSE REQUIREMENTS

The Texas Real Estate Commission determines education requirements for real estate licensure. South Plains College's real estate programs are patterned to meet these specific educational criteria.

TEXAS REAL ESTATE SALESPERSON'S LICENSE REQUIREMENTS

The Educational requirements for a sales license are outlined below:

Salespersons must successfully complete 12 semester hours of post-secondary education. Four semester hours in Real Estate Principles, two semester hours in Law of Agency, two semester hours in Law of Contracts, two semester hours in Real Estate Finance, and two semester hours in Contracts, Forms, and Addenda.

To renew a salesperson's license, salesperson apprenticeship education (SAE) is required as follows:

By the first bi-annual renewal of a sales license, licensee must have completed, including pre-licensure hours, at least 6 college credit hours of additional coursework in TREC approved core courses.

In addition to the SAE course work, the Commission also requires 18 classroom hours of mandatory continuing education (MCE) classes for each license renewal period (2 years).

TEXAS REAL ESTATE BROKER'S LICENSE REQUIREMENTS

Applicants for the broker license must furnish satisfactory evidence of not less than four years active sales licensure in Texas during the 60-month period immediately preceding the filing of the broker application.

TREC requires a minimum 270 classroom hours of qualifying courses in addition to one of the following requirements. Either a bachelor's degree or higher from an accredited college or university, or an additional 60 classroom hours of related courses.

CAREER OPPORTUNITIES IN REAL ESTATE

Real Estate is "big business." It thrives as the nation's largest industry. Hundreds of thousands of men and women work in some aspect of real estate, involving transaction amounting to trillions of dollars in property in each year. Real estate involves brokers and agents to market residential, commercial, industrial, agricultural, and special purpose properties in all locations. However, real estate also includes the following fields of specialization:

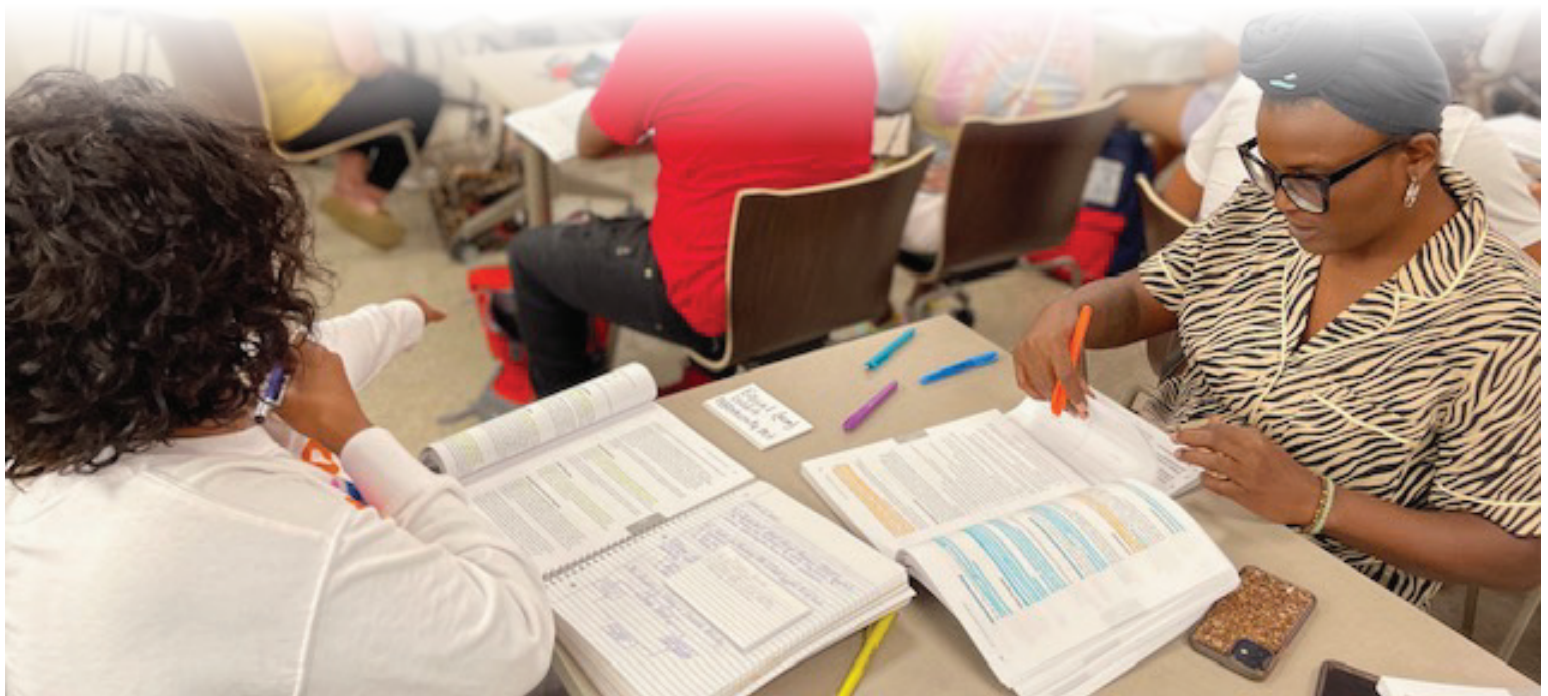
- Real Estate Brokerage
- Property Management
- Property Development
- Real Estate Counseling
- Home Inspection
- Real Estate Appraisal
- Real Estate Finance and Mortgage
- Real Estate Syndication
- Real Estate Education
- Title and Abstract
- Real Estate Law

The industry is diverse in the career opportunities it provides. Some areas may require additional training and licensing.

FOR MORE INFO:

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Prospective Students: You may view SPC's Annual Security Report and Fire Safety Report online at https://myspc.southplainscollege.edu/ICS/Safety_and_Health/Annual_Security_Report.jnz. Printed copies are available upon request from the Vice President of Student Affairs, 806.716.2360. This contact information should only be used to obtain these reports.

South Plains College does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs and activities. The following person has been designated to handle inquiries regarding the non-discrimination policies: Vice President for Student Affairs • South Plains College • 1401 College Avenue, Box 5 • Levelland, TX 79336 • 806.716.2360