

REAL ESTATE PROPERTY MANAGEMENT

Delivery: Evening Program
 Start: Fall or Spring Semester, Full- or Part-Time
 Location: Apple Valley Site

Outcomes

Real Estate Property Management A.A.S. Degree 64 credits
 Real Estate Property Management Diploma 45 credits
 Property Management Certificate 16 credits
 General Real Estate Certificate 16 credits

Major Description

This program prepares students to manage and market residential, commercial, industrial and investment real estate. Students are trained to estimate the value of residential and investment properties across the nation. Coursework includes 90 hours of pre-licensing education required for the Minnesota Real Estate license examination.

Work Environment

Professionals in this field find work managing residential, retail or office buildings in downtown, suburban or rural settings. Careers are found in real estate, financing, property management, investing and community association management.

Potential Job Titles

- Apartment Rental Agent
- Real Estate Agent
- Realtor
- Real Estate Closer
- Condominium Manager
- Facilities Coordinator
- Housing Manager
- Property Administrator

Salary Data

Real Estate Agent

- Average Wage: \$19.68/hour
- Top Earners: \$37.47/hour

Property Manager

- Average Wage: \$28.20/hour
- Top Earners: \$49/hour

REAL ESTATE PROPERTY MANAGEMENT – A.A.S. DEGREE

Fall Semester – First Year

Course#	Course Title	Credits
PMGT1101	Real Estate I	2
PMGT1102	Real Estate II	2
PMGT1204	Real Estate Law	2
PMGT1207	Instruments of Real Estate Finance	1
PMGT1210	Appraisal Process	1
PMGT1212	Residential Appraisal Workshop	1
	Technical Electives*	4
COML1400	Introduction to Computers	3
Total Credits		16

Spring Semester – First Year

Course#	Course Title	Credits
PMGT1200	Introduction to Property Management	1
PMGT1207	Instruments of Real Estate Finance	1
PMGT1213	Managing Residential Property	1
PMGT1214	Life and Safety Issues	1
PMGT1216	Managing Commercial/Industrial Properties	1
PMGT1218	Maintenance and Risk Management	1
PMGT1220	Leases and Landlord-Tenant Relations	1
PMGT1230	Income Property Marketing	1
PMGT2020	Negotiating for Agreement	1
	Technical Electives*	6
SPEE1020	Interpersonal Communication	3
Total Credits		17

Fall Semester – Second Year

Course#	Course Title	Credits
PMGT1226	Construction and Blueprint Reading	1
	Technical Electives*	9
ENGL1100	Writing and Research Skills	3
	General Education Elective**	3
Total Credits		16

Spring Semester – Second Year

Course#	Course Title	Credits
PMGT1205	Loan Application and Processing	1
PMGT1224	Income Capitalization Analysis	1
PMGT1228	Community Association Management	1
PMGT1232	Cash Flow Analysis	1
PMGT1302	Planning and Operating a Small Business	1
PMGT1304	Marketing Strategies for Small Business	1
PMGT1401	Real Estate Math and Calculator Basics	1
	General Education Elective (MnTC Goal 3 or 4)**	4
	General Education Elective**	4
Total Credits		15

TOTAL PROGRAM REQUIREMENTS 64

This is a sample course sequence resulting in an A.A.S. degree. Please consult your program advisor regarding your academic plans.

* Technical electives may be selected from the following subject areas: PMGT, MKTC, ENTR, ISTC, SMGT, LAHT and ACCT; up to nine internship credits may be taken with advisor approval.

** Select General Education electives from any MnTC goal area. See pages 116-118 in the college catalog.

REAL ESTATE PROPERTY MANAGEMENT – DIPLOMA

Fall Semester – First Year

Course#	Course Title	Credits
PMGT1101	Real Estate I	2
PMGT1102	Real Estate II	2
PMGT1204	Real Estate Law	2
PMGT1207	Instruments of Real Estate Finance	1
PMGT1210	Appraisal Process	1
PMGT1212	Residential Appraisal Workshop	1
	Technical Elective*	3
COML1400	Introduction to Computers	3
Total Credits		15

Spring Semester – First Year

Course#	Course Title	Credits
PMGT1200	Introduction to Property Management	1
PMGT1205	Loan Application and Processing	1
PMGT1213	Managing Residential Properties	1
PMGT1214	Life and Safety Issues	1
PMGT1216	Managing Commercial/Industrial Properties	1
PMGT1218	Maintenance and Risk Management	1
PMGT1220	Leases and Landlord-Tenant Relations	1
PMGT1230	Income Property Marketing	1
PMGT2020	Negotiating for Agreement	1
	Technical Elective*	3
SPEE1020	Interpersonal Communication	3
Total Credits		15

Fall Semester – Second Year

Course#	Course Title	Credits
PMGT1224	Income Capitalization Analysis	1
PMGT1226	Construction and Blueprint Reading	1
PMGT1228	Community Association Management	1
PMGT1232	Cash Flow Analysis	1
PMGT1302	Planning and Operating a Small Business	1
PMGT1304	Marketing Strategies for Small Business	1
PMGT1401	Real Estate Math and Calculator Basics	1
	Technical Electives*	5
ENGL1100	Writing and Research Skills (or ENGL1102)	3
Total Credits		15
TOTAL PROGRAM REQUIREMENTS		45

*This is a sample course sequence resulting in a diploma.
Please consult your program advisor regarding your academic plans.*

* Technical electives may be selected from the following subject areas:
PMGT, MKTC, ENTR, ISTC, SMGT, LAHT and ACCT;
up to nine internship credits may be taken with advisor approval

PROPERTY MANAGEMENT – CERTIFICATE

Fall Semester – First Year

Course#	Course Title	Credits
PMGT1101	Real Estate I	2
PMGT1102	Real Estate II	2
PMGT1204	Real Estate Law	2
PMGT1200	Introduction to Property Management	1
PMGT1213	Managing Residential Property	1
PMGT1214	Life and Safety Issues	1
PMGT1216	Managing Commercial/Industrial Properties	1
PMGT1218	Maintenance and Risk Management	1
PMGT1220	Leases and Landlord-Tenant Relations	1
PMGT1226	Construction and Blueprint Reading	1
PMGT1228	Community Association Management	1
PMGT1230	Income Property Marketing	1
PMGT1302	Planning and Operating a Small Business	1
Total Credits		16

TOTAL PROGRAM REQUIREMENTS 16

*This is a sample course sequence resulting in a certificate.
Please consult your program advisor regarding your academic plans.*

GENERAL REAL ESTATE – CERTIFICATE

Fall Semester – First Year

Course#	Course Title	Credits
PMGT1101	Real Estate I	2
PMGT1102	Real Estate II	2
PMGT1204	Real Estate Law	2
PMGT1205	Loan Application/Processing	1
PMGT1207	Financing Instruments	1
PMGT1210	Appraisal Process	1
PMGT1212	Residential Appraisal Workshop	1
PMGT1224	Income Capitalization Analysis	1
PMGT1228	Community Association Management	1
PMGT1232	Cash Flow Analysis	1
PMGT1302	Planning and Operating a Small Business	1
PMGT1304	Marketing Strategies for Small Business	1
PMGT2020	Negotiating for Agreement	1
Total Credits		16

TOTAL PROGRAM REQUIREMENTS 16

*This is a sample course sequence resulting in a certificate.
Please consult your program advisor regarding your academic plans.*