

REAL ESTATE



**SOUTH PLAINS
COLLEGE**

THE PROGRAM

Interested in building a rewarding career in real estate? South Plains College offers a comprehensive, four-tier program designed to equip you with the practical knowledge and skills needed to succeed in today's real estate industry.

This two-year associate degree pathway supports your progress at every stage, allowing you to earn the Real Estate Occupational Skills Award, Real Estate Salesmanship Certificate, Advanced Real Estate Occupational Skills Award, and ultimately the Associate of Applied Science in Real Estate. Completion of the Real Estate Occupational Skills Award fulfills the required pre-licensing coursework established by the Texas Real Estate Commission (TREC). Afterward, you can apply through TREC to verify your eligibility to sit for the licensing exam.

Once licensed, you'll have the opportunity to continue advancing your expertise through additional coursework that meets continuing education and broker-level requirements. The Real Estate Occupational Skills Award and Real Estate Salesmanship Certificate are TSI-waived, providing a focused, hands-on learning experience that prepares you to enter the workforce quickly and confidently.



*Additional information
on the back*

PROGRAM OF STUDY

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

- *Principles of Real Estate*
- *Law of Contracts*
- *Contract Forms and Addenda*
- *Real Estate Finance*
- *Law of Agency*

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

- *Real Estate Brokerage*
- *Real Estate Law*
- *Real Estate Investments*
- *Real Estate Appraisal*

The South Plains College Real Estate program is guided by an advisory committee of experienced business professionals and industry leaders. Their insight and direction help ensure the curriculum remains current, relevant, and aligned with the evolving demands of today’s real estate market. For detailed curriculum information and course descriptions, please consult the current General Catalog.

CAREER OPPORTUNITIES IN REAL ESTATE

Real estate is “big business”. The real estate industry offers a wide range of career opportunities for individuals with diverse interests and goals. From residential and commercial sales to property management, appraisal, and brokerage, professionals in this field play a vital role in helping clients buy, sell, lease, and invest in property. With strong earning potential, flexible career paths, and opportunities for advancement, real estate provides a dynamic and rewarding environment for those seeking to build a successful career. Some career choices in the industry require additional training and licensing.

For more info:

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