

# Real Estate Certificate (REC)

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## Real Estate Certificate (REC)

The Real Estate Certificate prepares individuals for entry-level employment in real estate sales, property management, or real estate finance. Graduates are prepared to take the Ohio real estate sales licensing exam. Those who complete the certificate program also may choose to become real estate investors and entrepreneurs who buy, sell, renovate, and rent residential and commercial properties for themselves or other companies.

Students seeking the Real Estate Certificate should be outgoing, flexible, and open to taking on new challenges.

Real Estate courses are offered only in the evening.

For more information, please contact the Business Technologies Division at (513) 569-1620.

## Real Estate Certificate (REC)

<b>Semester 1</b>		<b>Lec</b>	<b>Lab</b>	<b>Credits</b>
RE 100	Real Estate Principles and Practices	3	0	3
RE 105	Real Estate Law	3	0	3
RE 110	Real Estate Appraisal and Finance	3	0	3
<b>Semester 2</b>				
RE 120	Real Estate Investing	3	0	3
RE 130	Introduction to Property Management	3	0	3
MKT 130	Professional Selling	3	0	3
<b>Semester 3</b>				
RE 140	Commercial Real Estate Management	3	0	3
RE 150	The Green Realtor	3	0	3
RE 200	Income Property Appraisal and Finance	3	0	3
XXX XXX Technical Elective				3
Total Credits:		27	0	30

## Electives

### Technical Elective

ACC 120	Computerized Bookkeeping: QuickBooks	1
FIN 150	Business Finance	3
LAW 101	Business Law	3
MGT 105	Human Resource Management	3
MGT 120	Entrepreneurship	3
MKT 140	Entrepreneurial Marketing	3
MKT 250	Direct Marketing	3

## Faculty

### Program Chair/Advisor

Paula Kirch Smith, M.Ed., CHE  
 paula.kirchsmith@cincinnatiastate.edu

## Courses

### **RE 100 Real Estate Principles and Practices**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on real estate economics required prior to taking the sales license exam. Topics include: principles of contracts, civil rights, ethics, financing, brokerage, appraisal, and Ohio real estate practices.

Prerequisites: None

### **RE 105 Real Estate Law**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on Ohio Real Estate Law required prior to taking the sales license exam. Topics include: law of agency as applied to real estate; landlord/tenant law; estates; the sales contract; mortgages, deeds, and property; and financing, liens, and easements.

Prerequisites: None

### **RE 110 Real Estate Appraisal and Finance**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on concepts and techniques related to residential real estate appraisal and finance, emphasizing Ohio real estate transactions. Topics include: finance instruments, loan processes and documentation, and appraisal methods. This course is required prior to taking the Ohio Real Estate Sales Licensing exam.

Prerequisites: None

### **RE 120 Real Estate Investing**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on strategies and techniques for profiting from investments in residential, office, warehouse, and industrial real estate.

Prerequisites: None

### **RE 130 Introduction to Property Management**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on concepts and techniques for successful management of property. Topics include: planning systems and philosophies, personnel and resident policies, accounting and budgeting, legal and insurance concerns, marketing, leasing and sales, and maintenance and energy conservation.

Prerequisites: None

### **RE 140 Commercial Real Estate Management**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on concepts and techniques for successful management of commercial real estate. Topics include: administration and management, building systems and operations, budgeting, accounting and reporting, and contract administration. Students must attend building tours of area properties.

Prerequisites: None

### **RE 150 The Green Realtor**

**3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on environmental concepts and practices and sustainable technologies related to residential and commercial properties.

Prerequisites: None

### **RE 191 Part-Time Cooperative Education 1: Real Estate**

**1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their first part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: BUS 190

### **RE 192 Part-Time Cooperative Education 2: Real Estate**

**1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their second part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 191

### **RE 193 Part-Time Cooperative Education 3: Real Estate**

**1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their third part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 192

**RE 194 Part-Time Cooperative Education 4: Real Estate****1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their fourth part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 193

**RE 195 Part-Time Cooperative Education 5: Real Estate****1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their fifth part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 194

**RE 196 Part-Time Cooperative Education 6: Real Estate****1 Credit. 1 Lecture Hour. 20 Lab Hours.**

Students seeking an associate's degree participate in their sixth part-time field learning experience related to their degree. Students are expected to register for academic courses during the same semester. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 195

**RE 198 First Year Special Topics in Real Estate****1-9 Credits. 0 Lecture Hour. 0 Lab Hour.**

A course on selected topics related to Real Estate, which gives students opportunities to study information not currently covered in other courses.

Grades issued are A, B, C, D, or F.

Prerequisites: Vary by section

**RE 199 First Year Independent Project in Real Estate****1-9 Credits. 0 Lecture Hour. 0 Lab Hour.**

A project related to Real Estate that is completed by one or more students to meet specific educational goals. Projects must have prior approval and supervision by Real Estate faculty. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: Vary by section

**RE 200 Income Property Appraisal and Finance****3 Credits. 3 Lecture Hours. 0 Lab Hour.**

A course on concepts and techniques for preparing an appraisal on income producing properties. Topics include: structuring of real estate investments, investment analysis and taxation, financial leverage, financing alternatives, and risk analysis.

Prerequisites: RE 110, RE 120

**RE 291 Full-Time Cooperative Education 1: Real Estate****2 Credits. 1 Lecture Hour. 40 Lab Hours.**

Students seeking an associate's degree participate in their first full-time field learning experience related to their degree. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: BUS 190

**RE 292 Full-Time Cooperative Education 2: Real Estate****2 Credits. 1 Lecture Hour. 40 Lab Hours.**

Students seeking an associate's degree participate in their second full-time field learning experience related to their degree. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 291

**RE 293 Full-Time Cooperative Education 3: Real Estate****2 Credits. 1 Lecture Hour. 40 Lab Hours.**

Students seeking an associate's degree participate in their third full-time field learning experience related to their degree. Students must follow cooperative education policies and procedures to earn credit. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: RE 292

**RE 298 Second Year Special Topics in Real Estate****1-9 Credits. 0 Lecture Hour. 0 Lab Hour.**

A course on selected topics related to Real Estate, which gives students opportunities to study information not currently covered in other courses.

Grades issued are A, B, C, D, or F.

Prerequisites: Vary by section

**RE 299 Second Year Independent Project in Real Estate**

**1-9 Credits. 0 Lecture Hour. 0 Lab Hour.**

A project related to Real Estate that is completed by one or more students to meet specific educational goals. Projects must have prior approval and supervision by Real Estate faculty. Grades issued are Satisfactory or Unsatisfactory.

Prerequisites: Vary by section