

Real Estate Certificate (REC)

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The Real Estate certificate provides the knowledge and skills necessary to enter into the real estate field as a salesperson. The curriculum is approved by the State of Ohio Department of Commerce, Division of Real Estate, and prepares students for the state licensure exam. Other courses provide basic skills in accounting, business, salesmanship, and mathematics.

Courses completed for the certificate apply toward the Associate of Applied Business degree in Business Management or other business fields.

Real Estate courses are offered only in the evening.

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

To apply for this program at Cincinnati State, visit the Admissions (<http://www.cincinnati.edu/academics/admission>) section of the College website.

Real Estate Certificate (REC)

Semester 1		Lec	Lab	Credits
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
Semester 2				
ENG 101	English Composition 1	3	0	3
MAT 111	Business Mathematics	2	2	3
ACC 101	Financial Accounting	2	2	3
Semester 3				
MKT 130	Professional Selling	3	0	3
XXX XXX	Technical Elective			3
XXX-XXX	Social Science Elective	3	0	3
XXX XXX	Arts/Humanities Elective	3	0	3
Total Credits:		25	4	30

Electives

Technical Elective

ACC 121	Computerized Bookkeeping: QuickBooks 1	1
ACC 122	Computerized Bookkeeping: QuickBooks 2	1
FIN 150	Business Finance	3

LAW 101	Business Law	3
MGT 105	Human Resource Management	3
MGT 120	Entrepreneurship	3
MKT 101	Principles of Marketing	3
MKT 250	Digital Marketing and Social Media	3

Social Science Elective

ECO 105	Principles of Microeconomics	3
ECO 110	Principles of Macroeconomics	3
CULT 110	Social Issues in Technology	3
PSY 110	Introduction to Psychology	3
SOC 105	Introduction to Sociology	3

Arts/Humanities Elective

Any Transfer Module course from ART, MUS, THE; or any course from COMM, CULT, LIT, PHI, REL; or ART 120, or MUS 120

Faculty

Program Chair/Advisor

Yvonne Baker, MAcc, CPA (Inactive)
yvonne.baker@cincinnati.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 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 (minimum grade C)

**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 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 (minimum grade C)

**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