

Real Estate Certificate (REC & RESC)

Real Estate Certificate (REC)

The Real Estate Certificate is designed to prepare individuals for employment in the field of real estate. The combination of pre-licensing and business-related coursework provided a well-rounded foundation for those pursuing a career in real estate.

- The real estate courses satisfy the pre-licensing education requirement for the State of Ohio Real Estate Salesperson License examination.
- Additional coursework in various business-related topics may be applied to several associate degree programs that could satisfy the educational requirements to sit for the Brokers License exam for the State of Ohio.

Real Estate Salesperson Certificate (RESC)

This short-term certificate gives students the opportunity to earn an industry license in the state of Ohio. The course work meets the educational requirement for 120 hours of classroom instruction, as set by the Ohio Department of Commerce, Division of Real Estate and Professional Licensing, Real Estate Salesperson and Broker.

After successful completion of the Ohio Real Estate Salesperson Certificate, students will have the educational requirements to sit for the State of Ohio Salesperson License exam

Real Estate courses are offered in the evening, online, and/or hybrid format (partly online and partly evening in-person).

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 |
|------------|--------------------------------------|-----|-----|---------|
| FYE 1XX | First Year Experience Elective | 1 | 0 | 1 |
| RE 100 | Real Estate Principles and Practices | 3 | 0 | 3 |
| ENG 101 | English Composition 1 | 3 | 0 | 3 |
| XXX XXX | Mathematics Elective | 3 | 0 | 3 |
| Semester 2 | | | | |
| RE 105 | Real Estate Law | 3 | 0 | 3 |
| RE 110 | Real Estate Appraisal and Finance | 3 | 0 | 3 |

| | | | | |
|-----------------|-------------------------|-----------|----------|-----------|
| XXX XXX | Social Science Elective | 3 | 0 | 3 |
| XXX XXX | Technical Elective 1 | 3 | 0 | 3 |
| XXX XXX | Technical Elective 2 | 3 | 0 | 3 |
| Total | | 25 | 0 | 25 |
| Credits: | | | | |

Electives

First Year Experience (FYE) Elective

| | | |
|---------|--|---|
| FYE 100 | College Success Strategies: Overview | 1 |
| FYE 105 | College Success Strategies: Overview and Application | 2 |
| FYE 110 | College Success Strategies: Practice and Application | 3 |
| FYE 120 | College Success Strategies: Campus Integration | 4 |

Technical Electives (6 credits required)

| | | |
|---------|--|---|
| ACC 101 | Financial Accounting | 3 |
| FIN 150 | Business Finance ** | 3 |
| IM 111 | Computer Applications | 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 |
| RE 115 | Real Estate Salesperson Exam Preparation | 1 |

Mathematics Elective

| | | |
|---------|------------------------|---|
| MAT 105 | Quantitative Reasoning | 3 |
| MAT 131 | Statistics 1 | 3 |
| MAT 151 | College Algebra | 4 |

Social Science Elective

Any OT36 course from **ECO, GEO, HST, LBR, POL, PSY, SOC

* Has a corequisite of ECO 105.

** Additional educational requirements to sit for the Ohio Real Estate Broker's License include two years of college, which could be an associate degree. Some electives can be applied to the education requirements for an Ohio Real Estate Broker's License and are part of some Cincinnati State associate degrees such as Business Management, Marketing, or Finance. Students should consult with the Real Estate academic advisor/program chair.

Some courses are offered in alternative versions identified with a letter after the course number-- for example, ENG 101 and ENG 101A.

- This curriculum displays only course numbers without the added letter.
- The alternative version, when available, meets the requirements of the course version without the added letter.

Ohio Real Estate Salesperson Certificate (RESC)

| 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 |
| Total | | 9 | 0 | 9 |

Credits:

Courses

RE 100 Real Estate Principles and Practices 3 Credits. 3 Lecture Hours. 0 Lab Hour.

A course on real estate economics. Topics include: principles of contracts, civil rights, ethics, financing, brokerage, appraisal, and Ohio real estate practices. This course is required prior to taking the Ohio Real Estate Sales Licensing exam.

Prerequisites: None

RE 105 Real Estate Law 3 Credits. 3 Lecture Hours. 0 Lab Hour.

A course on Ohio Real Estate Law. 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. This course is required prior to taking the Ohio Real Estate Sales Licensing exam.

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 115 Real Estate Salesperson Exam Preparation 1 Credit. 1 Lecture Hour. 0 Lab Hour.

A course that prepares students to take the Ohio Salesperson License examination. Topics include: pre-assessment; practice exams; and review of key topics related to real estate principles and practice, law, appraisal, and finance. The course is offered in a 5-week format.

Prerequisites: RE 100 and RE 105 and RE 110, or instructor consent
Instructor Consent Required

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 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