

# Real Estate Certificate (REC)

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The Real Estate Certificate provides knowledge and skills needed to enter 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 business, salesmanship, and mathematics.

Courses completed for the certificate apply to the associate's degree program in Business Management or other business fields.

Real Estate courses are offered in the evening, online, and in hybrid format (partly online and partly in-person 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
FYE 1XX	First Year Experience Elective	1	0	1
Semester 2				
ENG 101	English Composition 1	3	0	3
XXX XXX	Mathematics Elective	3	0	3
XXX XXX	Technical Elective 1	3	0	3
Semester 3				
MKT 130	Principles of Sales	3	0	3
XXX XXX	Technical Elective 2	3	0	3
XXX-XXX	Social Science Elective	3	0	3

XXX XXX	Technical Elective 3	3	0	3
<b>Total Credits:</b>		<b>31</b>	<b>0</b>	<b>31</b>

## 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 (9 credits required)

ACC 101	Financial Accounting	3
ACC 121	Computerized Bookkeeping: QuickBooks 1	1
ACC 122	Computerized Bookkeeping: QuickBooks 2	1
FIN 150	Business Finance **	3
IM 106	Introductory Electronic Word Processing: Microsoft Word	1
IM 107	Introductory Electronic Presentations: Microsoft PowerPoint	1
IM 108	Introductory Electronic Spreadsheets: Microsoft Excel	1
IM 109	Introductory Database Management: Microsoft Access	1
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 111	Business Mathematics	3
MAT 131	Statistics 1	3
MAT 151	College Algebra	4

### 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

\* Has a corequisite of ECO 105

\*\* These electives can be applied to the education requirements for an Ohio Real Estate Broker's License

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.

## Faculty

### Advisor/Chair

Colleen Meyer, M.Ed., CIW-CI, CIW Associate, Microsoft Office Specialist  
colleen.meyer@cincinnatiatstate.edu

### Business Division Advising

Call (513) 569-1620 or Text (513) 569-1600  
BTDadvisors@cincinnatiatstate.edu

## 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