

REAL ESTATE

Lakeland Community College

Lakeland Real Estate students are eligible to take the real estate agent license exam with the completion of just four pre-licensure courses. Students may complete all four courses during one semester, or schedule classes over a longer period of time. Flexible class schedules include convenient eight-week semester sessions and five-week summer sessions. Experienced experts in the field teach our real estate students, and our curriculum is fully approved by the Ohio Department of Real Estate. Lakeland Community College is accredited by the Higher Learning Commission. **Lakeland's real estate courses are delivered in both online and on-campus formats.**

REST 1100 Real Estate Principles and Practices

This course provides students with a fundamental understanding of real estate principles and concepts in Ohio. General content areas include real property ownership, licensure, contract law, estate and land interests, title transfers and recording, financing principles and practice, escrow and closing statements, appraisal, brokerage, property development, and land use. Additionally, topical presentations include analysis and discussion of current issues, ethics, federal and state regulations, fair housing, environmental issues, practice tips, professionalism, and investments. This course is required for a State of Ohio license in real estate sales.

REST 1200 Real Estate Finance (2 contact hours)

This course provides students with a fundamental understanding of important real estate finance concepts and practices in Ohio. General content areas include finance and mortgage lending practices, federal monetary system, laws and regulations, primary and secondary mortgage markets, funding sources, financial instruments and recording, conventional, FHA and VA loans, loan processing, interest calculation, foreclosure, and creative financing. Additionally, topical presentations include analysis and discussion of current issues, ethics, federal and state regulations, financial services and practice, professionalism, and financial calculations. This course is required for a State of Ohio license in real estate sales.

REST 1300 Real Estate Law (3 contact hours)

This course provides students with a fundamental understanding of important real estate law concepts and practices in Ohio. General content areas include jurisprudence, civil procedure, real and personal property, estates and interests in land, several and joint ownership, deed contracts, finance, foreclosure and liens, closing and title, agency and liability, licensure, fair housing, land control, landlord-tenant law, and estate administration. Additionally, topical presentations include analysis and discussion of current issues, ethics, brokerage and practice, and statutory and case law. This course is required for a State of Ohio license in real estate sales.

REST 1400 Real Estate Appraisal (2 contact hours)

This course provides students with a fundamental understanding of important appraisal concepts, practices, and methodologies in Ohio. General content areas include the appraisal profession, real property interest, the appraisal process, market conditions, building construction, data collection, site valuation, cost, sales comparison and income capitalization appraisal methodologies, reconciliation, and report preparation. The course also discusses the Uniform Standards of Professional Appraisal Practice. Additionally, topical presentations include analysis and discussion of current issues, ethics, federal and state regulation, practice tips, and professionalism. This course is required for a State of Ohio license in real estate sales.

(See reverse side for certificate offerings)

For more information, contact

Connie Golden

cgolden@lakelandcc.edu • 440.525.7340

lakelandcc.edu/realestate



Lakeland
COMMUNITY COLLEGE

REAL ESTATE

Certificates at Lakeland

All credits earned toward a certificate can also be applied toward an associate degree in business.

Ohio Real Estate Salesperson Certificate (2072)

Real estate salespersons help clients buy, sell, and rent properties. According to the Bureau of Labor Statistics Occupational Outlook Handbook, (www.bls.gov), employment of real estate sales agents is expected to grow by 11 percent from 2012 to 2022. Courses within the certificate are required by the Ohio Department of Commerce - Division of Real Estate and Professional Licensing to be taken before sitting for the real estate salespersons examination. Students earning this certificate will have completed the education requirements necessary to sit for the Ohio Real Estate Salesperson Exam.

Course	Title	Credit Hours
REST 1100	Real Estate Principles and Practices	3
REST 1200	Real Estate Finance	2
REST 1300	Real Estate Law	3
REST 1400	Real Estate Appraisal	2
Total Credit Hours		10

Ohio Real Estate Broker Certificate (2280)

This certificate is designed for students who already have the equivalent of two years of post-secondary education or the equivalent of 60 semester hours, who meet the experience requirements of the Ohio Division of Real Estate, but lack course work in financial management, human resources, applied business economics, and business law.

Course	Title	Credit Hours
BUSM 1300	Introduction to Business	3
BUSM 2100	Business Law I	3
BUSM 2300	Human Resource Management	3
ECON 1150 or ECON 2500 or ECON 2600	Basic Economics Principles of Macroeconomics Principles of Microeconomics	3
REST 1100	Real Estate Principles and Practices	3
REST 1200	Real Estate Finance	2
REST 1300	Real Estate Law	3
REST 1400	Real Estate Appraisal	2
FINN 1300 or FINN 1500	Financial Management for the Small Business Applied Finance	3
Total Credit Hours		25

For more information, contact

Connie Golden

cgolden@lakelandcc.edu • 440.525.7340

lakelandcc.edu/realestate

Lakeland
COMMUNITY COLLEGE