

Real Estate Certificate

Business Technologies Division

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The Higher Learning Commission
(312) 263-0456

www.ncahigherlearningcommission.org



Real Estate Certificate

Real estate agents assist people in buying, selling and renting properties and businesses. Real estate agents work for brokers on a contractual basis. Some real estate agents work for construction companies, promoting homes that the company is building. Students who complete the Real Estate Certificate are qualified to pursue licensure as a real estate salesperson. The Ohio Real Estate Commission has approved the following courses in preparation for licensure: REA210 Real Estate Principles, REA220 Real Estate Law, REA230 Real Estate Finance and REA240 Real Estate Appraisal. Credits earned in the Real Estate Certificate also apply toward a banking & finance degree.

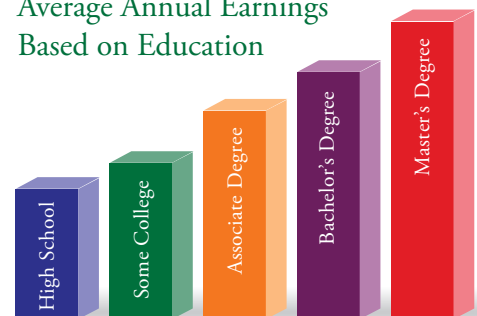
Real estate classes are offered in a seminar format as full-day sessions on weekends.

Career Outlook

Employment will be stable in the state of Ohio for real estate agents. The demand for home purchases and management of rental units is expected to grow in the future. People will continue to move to other parts of the country, creating a demand for home sales, while others will be seeking larger homes as their income increases. Real estate agents will be able to work more efficiently with the increased use of technology in the field, such as computers and cellular phones. Access to the internet will also allow agents to show clients homes without leaving the office, therefore helping the agent to serve more clients than in the past.

Education Pays

Average Annual Earnings
Based on Education



2011-2012

Based on data from the Bureau of Labor Statistics

Program Sequence

First Semester

		<i>Credits</i>
+ ACC111	Financial Accounting	4
ENG111	Composition I	3
+ REA210	Real Estate Principles	3
+ REA220	Real Estate Law	3
	Mathematics Elective	3
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Second Semester

		<i>Credits</i>
+ ACC112	Managerial Accounting	4
CIS114	Microsoft Applications	3
ENG112	Composition II	3
+ REA230	Real Estate Finance	3
+ REA240	Real Estate Appraisal	3
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Total Program Credit Hours **32**

+ Students must attain a 2.00 grade point average in these technical courses to graduate.

Course curriculum is subject to change. Please consult with an Academic Advisor for up-to-date information.



Real Estate Certificate

Department of Business

PROGRAM NAME & LENGTH

Name of Program: Real Estate

Level of Program: Certificate

Program Length: 2 Semesters

RELATED OCCUPATIONS

U.S. Department of Labor's Standard Occupational Classification (SOC) code:

41-9022 Real Estate Sales Agents

Link(s) to the U.S. Department of Labor's O*Net Occupational Profiles:

<http://www.onetonline.org/link/summary/41-9022.00>

COST:

Total Tuition: \$4,624

Fees: \$155

Total Est. Costs for Books and Supplies: \$1,449

DEBT AT PROGRAM COMPLETION

Number of students completing the program between July 1, 2010 and June 30, 2011

Number of 2010-2011 Graduates: 4 Students

For all Students completing program, the median cumulative debt for:

Federal Student Debt: Not Disclosed

PROGRAM COMPLETION IN NORMAL TIME

Normal Time in Months to Complete Program: 8 Months