

REAL ESTATE, SHORT-TERM TECHNICAL CERTIFICATE

Curriculum Code #0231

Effective May 2026

Division of Engineering, Business and Information Technologies (<http://catalog.lorainccc.edu/academic-programs/engineering-business-information-technologies/>)

This short-term technical certificate in real estate offers opportunities for individuals to learn about and develop some of the basic knowledge and skills required for the State of Ohio Real Estate Salesperson's License. Completion of this Short-Term Certificate in Real Estate may be applied to fulfill some of the course requirements of this major covered under the Associate of Applied Business. Lorain County Community College has articulation agreements with colleges and universities including programs offered by Lorain County Community College's University Partnership.

First Year

Semester I		Hours
CISS 121	MICROCOMPUTER APPLICATIONS I	3
ECNM 151	PRINCIPLES OF MACROECONOMICS	3
ENGL 161	COLLEGE COMPOSITION I	3
FNCE 111	REAL ESTATE PRINCIPLES & PRACTICES	3
SDEV 101	INTRODUCTION TO THE LCCC COMMUNITY ¹	1
FNCE 113	REAL ESTATE FINANCE	2
FNCE 114	REAL ESTATE APPRAISAL	2
FNCE 112	REAL ESTATE LAW	3
Hours		20
Total Hours		20

¹ A student must register for the orientation course when enrolling for more than six credit hours per semester or any course that would result in an accumulation of 12 or more credit hours.

Program Contact(s):

Tony Cioffi
440-366-7409
acioffi@lorainccc.edu

For information about admissions, enrollment, transfer, graduation and other general questions, please contact your advising team (<https://www.lorainccc.edu/admissions-and-enrollment/advising-and-counseling/>).

More program information can be found on our website.
(<https://www.lorainccc.edu/business-programs/real-estate/>)

Credit for Prior Learning (PLA) options may be available for your program. For more information, please visit our website: www.lorainccc.edu/PLA (<http://www.lorainccc.edu/PLA>)

Program Learning Outcomes

1. Contrast and apply principles and practices of real estate selling in the state of Ohio.
2. Distinguish between and analyze the multiple (economic, financial, legal, international, and social) components of business.