

PRE-LICENSE REAL ESTATE SALES AGENT, CERTIFICATE OF COMPLETION

Non-Pell Eligible (Students may not use Pell funding for this certificate. Grants may be available. See your advisor.)

Curriculum Code #C005

Effective May 2026

This certificate in real estate offers opportunities for individuals to learn about and develop some basic knowledge and skills required for the State of Ohio Real Estate Salesperson's License. Completion of this certificate in Real Estate may be applied to fulfill some of the course requirements of this major covered under the Associate of Applied Business Administration.

Code	Title	Hours
FNCE 111	REAL ESTATE PRINCIPLES & PRACTICES	3
FNCE 112	REAL ESTATE LAW	3
FNCE 113	REAL ESTATE FINANCE	2
FNCE 114	REAL ESTATE APPRAISAL	2

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 selling real estate in the state of Ohio.