For more information on Lakeland Community College's Real Estate Program, contact Connie Golden at 440.525.7340 or cgolden@lakelandcc.edu.

More information is available at lakelandcc.edu/realestate. Admissions and Registration information is located at lakelandcc.edu/admissions
Eligibility to take the real estate agent license exam required by the Ohio Division of Real Estate is possible after completion of Lakeland’s 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 Lakeland’s real estate students. Our real estate curriculum is fully approved by the Ohio Division of Real Estate. The Higher Learning Commission of the North Central Association of Colleges and Schools accredits Lakeland Community College.

REST 1100 - Real Estate Principles and Practice
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.
(3 contact hours)

Offered:
Fall and Spring Semesters • Tuesdays/Thursdays, 7:15 – 9:55 p.m.;
Summer Session • Mondays/Wednesdays, 6 – 9:55 p.m.

REST 1200 - Real Estate Finance
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.
(2 contact hours)

Offered:
Fall and Spring Semesters • Wednesdays, 6 – 9:40 p.m.;
Summer Session • Tuesdays/Thursdays, 6 – 8:40 p.m.

REST 1300 - Real Estate Law
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.
(3 contact hours)

Offered:
Fall and Spring Semesters • Tuesdays/Thursdays, 7:15 – 9:55 p.m.;
Summer Session • Mondays/Wednesdays, 6 – 9:55 p.m.

REST 1400 - Real Estate Appraisal
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.
(2 contact hours)

Offered:
Fall and Spring Semesters • Wednesdays, 6 – 9:40 p.m.;
Summer Session • Tuesdays/Thursdays, 6 – 8:40 p.m.