



# OHIO REAL ESTATE SALES

## PROFESSOR

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Isaac Haggins

Isaac Haggins, Jr VP of Business Development, received his BS in Business Management from Chancellor University. He is presently enrolled in Lakewood University's MBA graduate program. He has over 40 years of experience in the marketing and sales arena.

He is a licensed Real Estate Broker and Life Insurance agent for over 30 years. He is an Elder at Mt. Zion Fellowship Church. He has 4 grown children and 4 grandchildren.

In his spare time, he likes to workout and study God's Word.

## CONTACT INFORMATION

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Email: [ihaggins@lakewood.edu](mailto:ihaggins@lakewood.edu)

Phone: [1-800-517-0857](tel:1-800-517-0857) ext. 715

## ONLINE SUPPORT (IT) AND MOODLE NAVIGATION:

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All members of the Lakewood University community who use the University's computing, information or communication resources must act responsibly. Support is accessible by calling 1-800-517-0857 option 2 or by emailing [info@lakewood.edu](mailto:info@lakewood.edu)

## EVALUATION METHOD

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Graded work will receive a numeric score reflecting the quality of performance.

Lesson	Grade
Lesson 1	
Introduction Forum	10 points
Case Study: Owing vs Renting	25 points
Activity: Types of Listing Agreements	25 points
Case Study: Cooperation Conundrum	25 points
Lesson 2	
Case Study: Legally Advertising on Social Media	25 points
Reflection Forum	20 Points
Lesson 3	
Case Study: Ohio Law	25 points
Case Study: Defects	25 points
Lesson 4	
Case Study: Leases	25 points
Case Study Liens	25 points
Reflection Forum	20 points
Lesson 5	
Activity: Redeeming a Property During Foreclosure	25 points
Lesson 6	

Activity: Land (installment) Contracts Lesson 7	25 Points
Activity: Methods of Appraisal Reflection Forum (3)	25 Points 20 Points
Lesson 8 Final Exam	100 points
Reflection Forum (4)	20 points

**Total Points: 465**

## GRADING SCALE

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Graded work will receive a numeric score reflecting the quality of performance as given above in evaluation methods. The maximum number of points a student may earn is 670. To determine the final grade, the student's earned points are divided by 670.

Your overall course grade will be determined according to the following scale:

- A = (90% -100%)
- B = (80% - 89%)
- C = (70% - 79%)
- D = (60% - 69%)
- F &lt; (Below 60%)

## ACADEMIC INTEGRITY/ PLAGIARISM:

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Cheating (dishonestly taking the knowledge of another person whether on a test or an assignment and presenting it as your work) and plagiarism (to take and pass off as one's own the ideas or writing of another) are a serious issue. While it is legitimate to talk to others about your assignments and incorporate suggestions, do not let others "write" your assignments in the name of peer review or "borrow" sections or whole assignments written by others. We do get ideas from life experiences and what we read but be careful that you interpret these ideas and make them your own.

I am aware that many types of assignments are available on the internet and will check these sources when there is legitimate suspicion.

Penalty is a zero on the assignment. In cases where there is a major or continuous breach of trust, further discipline, such as an "F" in the course, may be necessary.

The major consequence of any form of cheating is damage to your character and the result of trust and respect.

## DISABILITY ACCOMMODATIONS

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Students who have a disability and wish to request an academic accommodation should contact Jim Gepperth, the Disabilities Services Coordinator and Academic Dean. The student can request an accommodation at any time although it is encouraged to do so early in the enrollment process. The student should complete an accommodation request form which begins a conversation between the school and the student regarding the nature of their disability and an accommodation that would help the student succeed in their program. The school may request documentation regarding the disability to address the accommodation request effectively. The school will communicate to the student the type of accommodation arranged. This process typically follows a team approach, bringing together persons from the academic department (including the instructor) and personnel from other departments as necessary. Additional information on disability accommodations may be found in the Lakewood University Catalog.

Disability Services Email: [disabilityservices@lakewood.edu](mailto:disabilityservices@lakewood.edu)

# SUPPLEMENTAL TEXTS

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You can use the following resources to assist you with proper source citation.

American Psychological Association Style Guide- [https://www.mylakewoodu.com/pluginfile.php/118179/mod\\_resource/content/1/APA%20Style%20Guide%207th%20edition.pdf](https://www.mylakewoodu.com/pluginfile.php/118179/mod_resource/content/1/APA%20Style%20Guide%207th%20edition.pdf)

The Purdue OWL website is also a helpful resource for students. Here is a link to the OWL website: [https://owl.purdue.edu/owl/research\\_and\\_citation/apa\\_style/apa\\_formatting\\_and\\_style\\_guide/general\\_format.html](https://owl.purdue.edu/owl/research_and_citation/apa_style/apa_formatting_and_style_guide/general_format.html)

# LIBRARY

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Mary O'Dell is the Librarian on staff at Lakewood University

She is available by appointment. You can make an appointment with her by emailing her at [modell@lakewood.edu](mailto:modell@lakewood.edu) or call at 1-800-517-0857 X 730

You may also schedule a meeting at this link: <https://my.setmore.com/calendar#monthly/r3a761583354923270/01032020>

She can assist you with navigating LIRN, research, citations etc.

# SUPPORT

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Each student at Lakewood University is assigned a Success Coach. Your Success Coach exists to assist you with academic and supportive services as you navigate your program. They will reach out to you, often, to check-in. Please use the resources they offer.

Student Services is available to assist with technical questions regarding Lakewood University and all services available to you.

1-800-517-0857 option 2  
[info@lakewood.edu](mailto:info@lakewood.edu)  
[studentservices@lakewood.edu](mailto:studentservices@lakewood.edu)

# CAREER SERVICES

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Students are offered Career Services at any point as they journey their academics at Lakewood University.

1-800-517-0857 option 2  
[careerservices@lakewood.edu](mailto:careerservices@lakewood.edu)

# LESSONS

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TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS
Lesson 2		Complete Case Study: Legally Advertising on Social Media  Complete Reflection Forum

TITLE	READINGS/ASSIGNMENTS
Lesson 3	

**TITLE**

Lesson 4

**READINGS/ASSIGNMENTS**

Complete Case Studies -- 'Leases' and 'Liens'

Complete Reflection Forum

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## DESCRIPTION

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The Ohio Real Estate Sales course is designed to provide students with all the relevant knowledge needs to successfully prepare for and pass the Ohio Real Estate Licensing Examination. The course introduces the key terms and concepts required by the state of Ohio for a comprehensive pre-licensing education:

- Real Estate Principles and Practices
- Ohio Real Estate Law
- Real Estate Appraisal
- Real Estate Finance

## OBJECTIVES

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1. Explain the various investment opportunities through an understanding of land uses;
2. Describe the forces that drive property values; the life cycles of buildings and neighborhoods; how cities develop and change over time, and the real estate cycle.
3. Explore simulation experience creating financial models, analyzing cash flows, determining values, and measuring economic returns of real estate investments.
4. Analyze types of investment capital through a variety of debt and equity partnership structures.
5. Employ the tools and skills of investment strategy, decision-making, risk mitigation, and enterprise management.