

# CENTER FOR REAL ESTATE EDUCATION

All courses have been approved by the NYS Department of State. For further licensing and exam information, contact the New York Department of State at 518-474-4429 or visit [www.dos.state.ny.us/lcns/realst.html](http://www.dos.state.ny.us/lcns/realst.html)

**Interested in exploring Real Estate or Real Estate Appraisal as a career?  
See our Career Open House on p. 7.**

## - Real Estate Licensing Courses -

*Approved by NYS Department of State, 518-474-4429, as meeting the educational requirements under Sections 176.3 and 176.4. NOTE: 80% attendance is required by the NYS Department of State to sit for exam.*

### REAL ESTATE SALESPERSONS

Topics include: real estate instruments, real estate financing, law of contracts, license law and ethics, valuation and pricing, human rights, closing, land use regulations. *45-hour required course for salesperson's licensing exam.*

16 M/W, Jan. 12-Mar. 8, \$320 (+ textbook).  
H Goldberg.

**Sec. A:** 3:00-6:00 pm, AAB-307. **WJ-D688**

**Sec. B:** 7:00-10:00 pm, AAB-414. **WJ-D790**

**Sec. C:** Intensive, 4 Fri., Mar. 5-Apr. 2, 6:00-9:00 pm, AAB-310 and 5 Sat., Mar. 6-Apr. 17, 9:00 am-5:00 pm, TEC-130. **WJ-D437**

### REAL ESTATE BROKERS

Topics include: managing an office, real estate investments, property management, subdivision and development, taxes and assessments, title closing and costs.

*Prerequisite: Real Estate Salesperson course.* Together with Salespersons Course, prepares you for the Brokers licensing exam. 16 sessions, M/W, Mar. 10-May 3, 7:00-10:00 pm, ADM-207, \$320 (+ textbook), H Goldberg. **WJ-D805**

## - Real Estate Continuing Education -

*Approved by NYS Department of State, 518-474-4429, for Continuing Education (CE) credit. Real Estate Appraisal Classes also qualify as CE for Salespeople and Brokers – see below. NOTE: 100% attendance is required by the NY Department of State in order to earn CE hours. No partial CE hours are awarded. Bring license to class.*

### REAL ESTATE FINANCING

Learn about terminology, truth in lending law, and methods of repayment. Topics include: self-amortizing mortgages, costs of borrowing and purchasing, qualification standards, PMI, and the role of the real estate agent. **Approved for 15 hrs. of CE.**

5 T/Th., Jan. 6-20, 7:00-10:00 pm, TEC-130, \$140. H Goldberg. **WJ-D791**

### REAL ESTATE DOCUMENTS

A plain-English discussion of the legal significance of deeds, notes and bonds, mortgages, leases, listing agreements, commitment letters, satisfactions and more.

**Approved for 7.5 hours of CE.**

3 T/Th., Feb. 10-17, 7:00-10:00 pm, TEC-130, \$75. TBA. **WJ-D183**

### CONDOMINIUMS AND COOPERATIVES

The legal, economic, and psychological differences (and similarities) between these increasingly popular alternatives to the traditional, single-family residence. **Approved for 15 hrs. of CE.**

5 T/Th., Jan. 22-Feb. 5, 7:00-10:00 pm, TEC-130, \$140. H Goldberg. **WJ-D138**

### WHAT KIND OF HOUSE IS THIS ANYWAY?

Recognize and properly name the predominant residential styles and features of historical and contemporary American homes. Learn to properly describe the property being appraised and select stylistically appropriate comparables. Appropriate for Real Estate Appraisers, Salespersons, Assessors and Loan Officers.

**Approved for 4 hrs. of CE for Salespersons, Brokers and Appraisers.**

1 Sat., Apr. 24, 9:00 am-1:00 pm, ADM-207, \$60. J Beal. **WJ-D603**

**to register call 914-785-6830**

## REAL ESTATE CLOSING

Learn about the brokerage process, contract signing, and closing of title in a residential real estate transaction. **Approved for 15 hrs. of CE.**

5 T/Th., Feb. 19-Mar. 4, 7:00-10:00 pm, TEC-130, \$140. TBA. **WJ-D170**

## - Real Estate Appraisal Courses -

*Approved by NYS Department of State, 518-474-4429, as meeting the educational requirements under Section 1103. R1, R2, R3 and R4 must be taken in sequence. The National USPAP Course and AQ-1 have no prerequisites. NOTE: 90% attendance is required by the NYS Department of State and 100% attendance to earn CE credits and for the National USPAP and AQ-1 Courses. Bring license to class.*

**Real Estate Appraisal classes also meet the educational requirements for the Appraiser Assistant license. R-1, R-2, 15 hr. USPAP and AQ-1 are required.**

### INTRODUCTION TO REAL ESTATE APPRAISAL (R-1)

Appraisal principles and the valuation process with emphasis on residential properties. Topics include: property description, types of value, the three approaches to value, legal and economic considerations and federal regulations. **A 30 hr. qualifying course. Approved for 22.5 hrs. of CE for Salespersons and Brokers.**

\$315 (+ textbook). D Zagaroli

**Sec A:** 6 W/F., Jan. 21-Feb. 6, 9:00 am-4:00 pm, ADM-207. **WJ-D420**

**Sec. B:** 6 Mon., Feb. 23-Apr. 5 (skip 3/15), 9:00 am-4:00 pm, ADM-207. **WJ-D572**

### VALUATION PRINCIPLES AND PROCEDURES (R-2)

Advance your understanding of the three approaches to value, including cost, income and sales comparison. Includes site value, appraisal statistics and NYS laws and regulations. **Prerequisite: R-1. A 30 hr. qualifying course. Approved for 22.5 hrs. of CE for Salespersons and Brokers.**

\$315 (+ textbook). D Zagaroli.

**Sec A:** 11 Wed., Jan. 21-Apr. 7 (skip 3/17), 6:30-9:30 pm, HSC-13. **WJ-D744**

**Sec B:** 6 Wed., Feb. 18-Mar. 31 (skip 3/17), 9:00 am-4:00 pm, AAB-307. **WJ-D571**

**Sec. C:** 6 M/F, Apr. 12-30, 9:00 am-4:00 pm, ADM-207. **WJ-D793**

### FAIR HOUSING, FAIR LENDING AND ENVIRONMENTAL ISSUES (AQ-1)\*

Topics of study include: Civil Rights Act of 1866, the Fair Housing Act of 1968, Equal Credit Opportunity Act, environmental site assessments, underground storage tanks, radon and lead. 7.5 hrs. of study on fair housing and fair lending laws and regulations and 7.5 hrs. on environmental issues. **A 15-hr qualifying course. Approved for 15 hours of CE for Salespersons and Brokers. \*A requirement for appraisal licensure, may be utilized for CE credit for appraisers who have never taken the course.**

3 Wed., Apr. 14-28, 9:00 am-3:30 pm, ADM-207. \$160 (+ \$20 materials fee, payable to instructor at first class).

D Zagaroli. **WJ-D438**

### FINANCIAL CALCULATIONS USING THE HP-12C

An introductory course teaching the basic layout and essential operations of the HP-12C financial calculator. Time value of money concepts and their practical applications in solving financial problems are emphasized. Bring HP-12C calculator to class. Approved for 7 hours of CE for Appraisers, Salespersons and Brokers. Necessary for G-1 class if no prior knowledge of HP-12C. Designed for students enrolled in the Center for Real Estate Education.

1 Sat., Jan. 17, 9:00 am-5:00 pm, TEC-143, \$95. K Mullin. **WJ-D574**

### INCOME PROPERTY VALUATION (G-2)

Required for the General Real Estate Appraiser certification. Prerequisites: G-1. A 30 hr. qualifying course. Approved for 22.5 hrs of CE for Salespersons and Brokers.

11 T/Th, Jan. 27-Mar. 16 (skip 3/9), 7:00-10:00 pm, ADM-207, \$315. J Beal. **WJ-D342**

### VALUATION OF HIGH END RESIDENTIAL PROPERTIES

Designed for the Westchester County appraiser and intended to provide a better understanding of the thought process in valuing higher priced homes. No textbook required. **Approved for 4 hrs. of CE for Appraisers, Salespersons and Brokers. Pending approval for Insurance CE.**

1 Wed., Apr. 21, 6:00-10:00 pm, AAB-307, \$60. D Zagaroli. **WJ-D161**

### THE APPRAISER UNDERWRITER RELATIONSHIP

Examine the line of communication between an appraiser and mortgage lender. Topics include: appraisal reviews, addendum requests, and compliance with the Uniform Standards of Professional Appraisal Practice (USPAP). No textbook required. **Approved for 3 hrs. of CE for Appraisers, Salespersons and Brokers.**

1 Wed., Mar. 31, 1:30-4:30 pm, ADM-207, \$50. D Zagaroli. **WJ-D766**

Where required, textbooks can be purchased at the WCC bookstore unless otherwise noted.

Call 914-785-6475 or order online at [www.sunywcc.edu](http://www.sunywcc.edu)

Both USPAP courses require a text and a student manual, which must be ordered before the first class from The Appraisal Foundation: [www.appraisalfoundation.org](http://www.appraisalfoundation.org) or call 1-800-348-2831.

### 15-HOUR NATIONAL USPAP COURSE

The National Uniform Standards of Professional Appraisal Practice (USPAP) is designed to aid appraisers in all areas of appraisal practice seeking competency in the USPAP. Fulfills the 15-hour requirement as established by the Appraisal Qualifications Board (AQB) of The Appraisal Foundation. A 15 hr. qualifying course. Approved for 15 hrs. of CE for Salespersons and Brokers. 6 Fri., Mar. 26-Apr. 30, 6:30-9:30 pm, ADM-207, \$250 (+ USPAP text and student manual). J Beal. **WJ-D303**

### 7-HOUR NATIONAL USPAP UPDATE COURSE

The 7-hour course focuses on the changes to the 2004 edition of the Uniform Standards of Professional Appraisal Practice (USPAP) and addresses sections of USPAP that have not been changed but have been identified as problem areas. Fulfills the 7-hour requirement as established by the Appraisal Qualifications Board (AQB) of The Appraisal Foundation. Approved for 7 hrs. of CE for Appraisers.

1 Sat., May 1, 9:00 am-5:00 pm, ADM-207, \$125 (+ USPAP text and student manual). J Beal. **WJ-D546**

### ANALYSIS OF MARKET SALES: WHEN ARE THEY COMPARABLES?

An in-depth analysis of distinguishing characteristics in market sales and the factors that are considered in determining if the sales are comparable to the property under analysis in the estimation of market value. No textbook required. **Approved for 3 hrs. of CE for Appraisers, Salespersons and Brokers.**

1 Mon., Feb. 2, 6:30-9:30 pm, AAB-307, \$50. D Zagaroli. **WJ-D402**