

CENTER FOR REAL ESTATE EDUCATION

- Real Estate Licensing and Continuing Education Courses -

All courses are approved by NYS Department of State, as meeting the educational requirements under Sections 176.3 and 176.4. Real Estate Appraisal Classes also qualify as CE for Salespeople and Brokers – see appraisal section below. For further licensing and exam information, call 518-474-4429 or www.dos.state.ny.us/lcns/realst.html

NOTE: NYS Department of State requires 90% attendance to sit for the Real Estate Sales exam and 100% attendance in all CE classes is required to earn CE credit. No partial CE hours can be awarded. Please bring license to first class.

REAL ESTATE SALESPERSONS

16 M/W, June 1-July 27 (skip 7/4), \$345 (+ textbook). H Goldberg.

Sec A: 3:00-6:00 pm, AAB-304. WJ-D688

Sec B: 7:00-10:00 pm, AAB-413. WJ-D790

REAL ESTATE FINANCING

Approved for 15 hours of CE.

5 T/Th, June 6-16, 7:00-10:00 pm, CLA-104, \$140. H Goldberg. WJ-D791

REAL ESTATE DOCUMENTS

Approved for 7.5 hours of CE.

3 T/Th, June 21-28, 7:00-10:00 pm, CLA-104, \$75. H Goldberg. WJ-D183

CONDOMINIUMS AND COOPERATIVES

Approved for 15 hrs. of CE.

5 T/Th, July 5-19, 7:00-10:00 pm, CLA-105, \$140. H Goldberg. WJ-D138

REAL ESTATE CLOSING

Approved for 15 hours of CE.

5 T/Th, July 21-Aug. 4, 7:00-10:00 pm, AAB-310, \$140. H Goldberg. WJ-D170

TAX STRATEGIES FOR HOME SELLERS

Recent law changes significantly revised the tax breaks available to home owners, particularly the way taxes are figured on home sales. Learn strategies that help clients take advantage of frequently missed opportunities and avoid pitfalls. **Approved for 3 hrs. of CE for Salespersons and Brokers (also open to community members).**

1 Mon., July 11, 6:30-9:30 pm, ADM-207, \$30 (+ \$15 optional materials fee, payable to instructor). J Block. WJ-D103

- Real Estate Appraisal Courses -

All courses approved by NYS Department of State as meeting the educational requirements under Section 1103. R1, R2, R3 and R4 must be taken in sequence. The National USPAP courses and AQ-1 have no prerequisites. Real Estate Appraisal classes also meet the educational requirements for the Appraisal Assistant License (R-1, R-2, 15 hr. USPAP and AQ-1 are required).

NOTE: 90% attendance is required by NYS Department of State and 100% attendance to earn CE credits and for the National USPAP and AQ-1.

INTRODUCTION TO REAL ESTATE APPRAISAL (R-1)

A 30 hr. qualifying course. Approved for 22.5 hrs. of CE for Salespersons and Brokers.

6 Thurs., June 2-July 7, 9:00 am-4:00 pm, CLA-204, \$350 (+ textbook). D Zagaroli. WJ-D572

VALUATION PRINCIPLES AND PROCEDURES (R-2)

Prerequisite: R-1. A 30 hr. qualifying course. Approved for 22.5 hrs. of CE for Salespersons and Brokers.

6 Thurs., July 14-Aug. 18, 9:00 am-4:00 pm, CLA-104, \$350 (+ same textbook as R-1). D Zagaroli. WJ-D571

INTRODUCTION TO 1 TO 4 FAMILY INCOME CAPITALIZATION (R-4)

Approved for 15 hours of CE for Salespersons and Brokers.

5 Thurs., June 2-30, 6:00-9:30 pm, CLA-304, \$190 (+textbook). D. Zagaroli. WJ-D874

ANALYSIS OF MARKET SALES: WHEN ARE THEY COMPARABLES?

Approved for 3 hrs. of CE for Appraisers, Salespersons and Brokers.

1 Thurs., July 7, 1:00-4:00 pm CLA-105, \$60. D Zagaroli. WJ-D402

NEW

THEORY AND MECHANICS OF A REAL ESTATE APPRAISAL

Introduces the terminology and process that go into developing an appraisal. Learn how to research data for the property being appraised, what to look for during a property inspection, analyze market sales to determine if they are comparables, how to calculate site and building areas, and analyze market forces that create value. **Approved for 22.5 hrs. of CE for Appraisers, Salespersons and Brokers.**

4 Wed., June 1-22, 9:00 am-3:00 pm, AAB-305, \$215. D Zagaroli. WJ-D766

NEW

PREPARE FOR THE NYS RESIDENTIAL APPRAISAL EXAM

Upgrade your appraisal license before additional course requirements become mandatory. This brush up covers questions similar to those on the NYS Residential Appraisal exam and offers helpful test taking tips. Reviews valuation principles, legal considerations, highest and best use, the 3 approaches to value, appraisal math, statistics, USPAP and NYS Appraisal License Law.

1 Wed., June 1, 3:00-6:00 pm, AAB-416, \$50. D Zagaroli. WJ-D873

UNDERSTANDING APPRAISAL PRINCIPLES IN THE ESTIMATION OF VALUE

No textbook required. **Approved for 4 hrs. of CE for Appraisers, Salespersons and Brokers.**

1 Thurs., Aug. 18, 12:30-4:30 pm, CLA-107, \$60. D Zagaroli. WJ-D875

NEW

RESIDENTIAL APPRAISAL REVIEW AND USPAP

Identify items on the appraisal report that may trigger a review. Field appraisers will develop a better understanding of what a reviewer looks for; review appraisers will benefit by being able to identify “red flag” items immediately.

1 Mon., Aug. 1, 6:15-9:15 pm, CLA-105, \$50. D Zagaroli. WJ-D438