REAL ESTATE

REAL ESTATE SALESPERSON QUALIFYING COURSE (CED 070 R1)
The Real Estate Salesperson Qualifying Course is a 75-hour course plus examination. This course is designed to introduce the student to the field of real estate. It is a New York State approved course. The following are the required topics of study for real estate licensure as a real estate salesperson: licensing law, law of agency, estates and interest in land, real estate instruments (includes contract, leases and deeds), real estate financing, land use regulations, introduction to construction, valuation, human rights and fair housing laws, real estate math, independent contractor/employee status, environmental issues, contract preparation, predatory lending, pricing properties, municipal agencies, property insurance, taxes and assessments, condominiums and cooperatives, commercial and investment properties, income tax issues in real estate transactions, mortgage brokerage, and property management.


Instructor: Bernard Caprera

CED 070 R1 Meets: Monday and Wednesday, 6:30pm-10:15pm for 21 sessions.

September 2, 9, 14, 16, 21, 23, 30,
October 5, 7, 12, 14, 19, 21, 26, 28,
November 2, 4, 9, 16, 18, 23
(Weather days November 30 and December 2)

Fee: $500

SELLING YOUR HOME ON YOUR OWN (CE9 706 R1)
Want to save a real estate commission? Learn the secrets of the pros! This workshop will teach you how to handle the myriad details from pricing to closing. You will learn how to handle the potential pitfalls. Topics include pricing, preparing the house for sale, marketing, holding a successful open house, objection handling, buyer qualification, safety and much, much more. Bring all your questions.

ONE-DAY WORKSHOP.

Instructor: Bernard Caprera

CE9 706 R1 Meets: Saturday, October 3, 9:30am-12:30pm.

Fee: $60

FIRST TIME HOMEBUYER SEMINAR (CE9 430 R1)
Demystify the home purchase process. Topics include: getting started, the importance of FICO scores and your credit report, who does the real estate salesperson really protect, the truth about home inspectors, what type of mortgage is best for you, selecting the right attorney, contract nuances, and other topics. The class will end with a Q and A period, so bring all questions.

ONE-DAY WORKSHOP.

Instructor: Bernard Caprera

CE9 430 R1 Meets: Saturday, October 24, 9:30am-12:30pm.

Fee: $60

NOTARY (CE9 490 R1)
This course will prepare you to sit for the Notary Public exam given by the State of New York. Information on how to register for the Exam and New York State preparation materials will be distributed. The course will discuss the New York State Notary Public License Law, including customary notarial functions.

ONE-DAY WORKSHOP.

Instructor: Simone Freeman

CE9 490 R1 Meets: Saturday, October 3, 10:00am-1:30pm.

Fee: $60

Please visit our website for a full course listing, WWW.NCC.EDU/CONTINUINGEDUCATION