

**LRE CE Real Estate****LRE 0002 Broker Pre-Licensing (5-0) 5 crs.**

Provides instruction in real estate fundamentals. Includes introduction to the License Law and real property; basics of agency, seller and buyer relationships and counseling; local, state and federal laws affecting real estate; brokerage, marketing and advertising; market analysis and appraisal; financing, contracts, independent contractor and employee status; occupational disciplines and business planning.

**LRE 0003 Applied Real Estate Principles (1-0) 1 cr.**

Provides real estate instructions and includes role play situations, case studies and demonstrations. Covers listing presentations, buyer presentations, agency disclosures, purchase agreements, handling offers, negotiating, market analysis, closing costs, escrow money, fair housing, and anti-trust.

**LRE 8172 Broker Post-License (2-0) 2 crs.**

Provides instruction in license law; local, state and federal laws, real property updates and risk management issues; agency issues, seller and buyer counseling; market analysis and appraisal; financing and distressed properties; contracts and conveyances; and closing a transaction.

**LRE 8173 Managing Broker (3-0) 3 crs.**

Provides instruction in licensing, operations and handling money; managing licensees including recruiting and ongoing support, marketing and advertising, and dispute resolution; risk management, laws and issues; company policy; disclosure issues and industry issues.

**LRE 8174 Fundamentals of Commercial Real Estate (1-0) 1 cr.**

Provides students with a comprehensive introduction to listing and selling commercial real estate. Covers topics of getting started, building and land use, data gathering, property and investment analysis, financing, and commercial leases.