

LRE CE Real Estate

LRE 8170 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 8171 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.