



Taught by instructor William Schwartz, the Certificate In Real Estate prepares students for the New York State Licensed Real Estate Salesperson exam, a required step on the road to a successful career in real estate.

The Certificate in Real Estate consists of the Real Estate Salesperson Pre-Qualifying Course and is \$495 plus a one-time registration fee. Continuing Education offers additional real estate courses, listed here.

For more information on how these courses work, open house dates are listed on our website prior to the start of each semester.

Real Estate Salesperson Pre-Qualifying Course

This New York State approved course is a key step in the process of becoming a New York State Licensed Real Estate Salesperson. Upon completion of the Pre-Qualifying Course and passage of a 3-hour New York State Certified School exam you will earn a Hunter College Certificate of Satisfactory Completion. With School Certification and completion of all other New York State requirements detailed below, you will receive your New York State Real Estate Salesperson's License. The course is fully approved by the New York State Department of State and fulfills the educational requirements for licensure as a New York State Licensed Real Estate Salesperson.

Schedule: Mon. & Thu, 5:40-9:40pm, 6/8- 8/17 (20 sess.) Skips 7/3
Course Code: REASAL, \$495

Real Estate License 32-Hour Remedial

The course requires 30 hours of instruction plus a 2-hour exam. It is intended for:

- Students who completed a 48-hour salesperson pre-qualifying course, but did not obtain a salespersons' license prior to June 30, 2008.
- Students who started but did not complete the 48-hour salesperson pre-qualifying course prior to June 30, 2008 must either take the 32-hour Remedial, or complete their time in a 78-hour salesperson pre-qualifying course.
- Licensed real estate salespersons licensed prior to June 30, 2008 and now want to apply for a brokers' license.

These students will require the 32-hour Remedial course plus a 48-hour Brokers' course. In other words, to become a broker after June 30, 2008, the student must have completed 120-hours of instruction plus the relevant school exams. This could be 48-hours salespersons course including school exam (old rules) + 32-hour Remedial including school exam + 48-hour brokers course including school exam or 78-hour salespersons course (new rules) + 48-hour brokers course.

Course fee does not include required textbook. Students can use the salespersons' textbook: Modern Real Estate Practice in New York for Salespersons, 11th Edition, by Sam Irlander, or the Remedial Text, if available. <http://www.dearbornRE.com> (800) 972-2220, Course ISBN 9781427731418 Phone (800) 621-9621 X 3650.

Schedule: Mon. & Thu, 5:40-9:40pm, 6/8- 7/6 (8 sess.) Skips 7/3
Course Code: REAL32, \$350

Introduction to Real Estate

This is a non-license course for students who want to obtain an overview of the real estate industry and profession. Students will be permitted to take **any** forty hours or **ten evening sessions** from the real estate salesperson license pre-qualifying curriculum. Recommended subjects include: Commercial Investment, Property Management, Land Use, Construction and Environment, Mortgages, Income Tax Issues, Legal Issues, Condominiums and Cooperatives, Title and Closing, and Valuation.

The textbook, Modern Real Estate Practice in New York for Salespersons, 11th Edition, by Sam Irlander/Edith Lank, is available from the publisher, Dearborn Real Estate Education <http://www.dearbornRE.com> (312) 836-4400. Copies may be available in Manhattan from the Real Estate Board of New York bookstore (inside 570 Lexington Avenue - SWC East 51st Street. (212) 532-3100) or the NYU Bookstore in the East Village (726 Broadway near Waverly Place (212) 998-4667).

Schedule: Mon. & Thu, 5:40-9:40pm, 6/8- 8/17 (10 sess.) Skips 7/3
Course Code: INTREES, \$350