

REAL ESTATE

Uri Shamir, Educational Coordinator

New York State requires candidates for a Real Estate Salesperson License to successfully complete a qualifying licensing course (RE-100). To get a broker license, a licensed salesperson must successfully complete RE-101. For each license, students must attend a minimum of 90% (41 hours) of the 45-hour licensing course and pass both a school and New York State examination.

The NY State exam is given every week by appointment only. To schedule your appointment, visit www.dos.state.ny.us/lcns/Onappschedhome.htm. Seats fill up quickly. Its best to register for your exam right after you register for RE-100.

Queens College offers courses on campus and on line! See our listings on our website: <http://qcpages.qc.cuny.edu/CEP/cep/areas/realestateathome.htm>.

The required textbook for RE-100 and RE 101 is: Modern Real Estate Practice in New York, 9th Edition, by Edith Lank, Dearborn Publishers. Students should have their books before the first class. Textbooks may be purchased at the Queens College Bookstore. Call 718-997-3570 to be sure books are available.

LICENSING COURSE

EFFECTIVE JULY 2008

The New York Real Estate Licensing Course (RE-100) requirements will change from the current 45-hour class to a 75-hour class.

If you have considered getting a NYS Real Estate License, do it now before the new requirements go into effect.

RE-100, See Sections Below-QC Real Estate Salesperson License, Qualifying Course

A NYS required course for those who wish to obtain a Real Estate Salesperson's License. Topics include: real estate instruments, law of agency, real estate financing, valuation and listing procedures, law of contracts, license law and ethics, human rights, fair housing, closing and closing costs, land use regulations, real estate mathematics, agency disclosure, construction, and E.P.A. regulations. 45 hours. This course is a prerequisite for RE-101 Real Estate Broker.

- **Section MW21**
Monday & Wednesday, 6:00 - 10:00 p.m.
June 4 - July 18
\$340 • 13 sessions • Uri Shamir
- **Section SU12**
Sunday, 8:30 a.m. - 5:30 p.m.
June 3 - July 8
\$340 • 6 sessions • Uri Shamir

CONTINUING PROFESSIONAL EDUCATION

Licensed Real Estate Salespeople and Brokers are required to complete 22.5 hours of continuing education courses every two years to maintain and renew their licenses.

New York State requirements can be found at: <http://dos.state.ny.us/lcns/realest.html>. Or, you can call the NYS Dept. of State at 518-474 4429.

Queens College offers courses on campus and online! To access the on-line website, go to <http://qcpages.qc.cuny.edu/CEP/cep/areas/realestateathome.htm>.

To receive credit for a course:

1. You must provide your real estate license number at registration, and bring your license to class;
2. You cannot miss any sessions.

RE-200, Section SA11-PS Residential Property Management

This course covers Rent Control and Rent Stabilization registration of building; multiple dwelling; qualifications of a managing agent; fee structures for managers; rent overcharges; emergency repair; violations and correcting violations on being successful; building signs requirements; management contract; insurance, sidewalk liability; bids - 3 in writing and what to look for; degree days used by fuel company; functions of a supt, independent contractor; fire safety notice regulations; mold; source, controlling and preventing; budget preparation; heating system; Cops: red book, sponsor resale policy, assessments, Board of Directors, Shareholders meeting, financial reports, recognition agreement, sublet policy, additional charges. 22½ hours, no exam.

- **Saturday, 9:00 a.m. - 5:30 p.m.**
June 9 - June 23
\$240 • 3 sessions • Patrick Falci

RE-202, Section TR21-QC Real Estate Foreclosures

Take this course to learn how the foreclosure process works; how to buy distressed property and when to avoid it; how to prepare financing; the effect of liens, violations and encumbrances, etc. 7.5 hours, no exam.

- **Tuesday & Thursday, 6:00 - 10:00 p.m.**
June 12 & 14
\$85 • 2 sessions • Uri Shamir

RE-225, See Sections Below Residential Real Estate Finance

Do you know how to apply for a residential mortgage loan? Do you know what the fees are and how to get the best interest rate? If you want to get a mortgage loan like the pro, then take this course. This course will walk you through the application process step by step. The course will explain the application requirement as the bank sees it, teach you how to satisfy those requirements and how to select the best offer. 7½ hours, no exam.

- **MW21-QC**
Monday & Wednesday, 6:15 - 10 p.m.
June 18 & June 20
\$85 • 2 sessions • Alfred Fang
- **TR22-PS**
Tuesday & Thursday, 6:15 - 10 p.m.
June 19 & June 21
\$85 • 2 sessions • Alfred Fang
本課程用 Chinese(國語)上課。



RE-226, See Sections Below Commercial Real Estate Finance

Do you know how to apply for a commercial mortgage loan? Do you want to know how a bank evaluates a commercial mortgage loan and how to get the best interest rate? If you want to get a mortgage loan like the pro, then take this course. The course will walk you through the application requirements step by step. The course will explain the criteria that a bank uses to evaluate a commercial mortgage loan and teach you how to satisfy those requirements. 7½ hours, no exam.

- **MW21-QC**
Monday & Wednesday 6:15 - 10 p.m.
June 25 & 27
\$85 • 2 sessions • Alfred Fang
- **TR22-PS**
Tuesday & Thursday, 6:15 - 10 p.m.
June 26 & 28
\$85 • 2 sessions • Alfred Fang
本課程用 Chinese(國語)上課。

"The courses were excellent. They helped me pass the Salesperson Licensing Test on the first try!"

— Joseph Yonkers, Student

RE-227, Section TR21
Introduction to Commercial Property Sales and Leasing

Commercial real estate is very different from residential sales and leasing. Topics include: The commercial listing, the work letter, renovation of the premises, real estate taxes, escalations, rent increases, utilities, possession, tenant options, default provisions, lease cancellations, subletting and assignment, repairs and alterations, insurance and liability, lease extensions and renewals, zoning regulations, tenant and landlord rights and obligations, lease negotiations, sales negotiations, F.A.R., buildable square footage, required disclosures, site inspections, environmental issues, municipal incentives, negotiating points and your role as the broker collecting information, marketing and showing the site and negotiating the deal. 15 hours, no exam.

- **Tuesday & Thursday, 6:00 - 10:00 p.m.**
June 19 - 28
\$170 • 4 sessions • Uri Shamir

RE-209, Section MW21-QC
Title Insurance

The title search is crucial! So learn to read a title report; understand a survey; Certificates of Occupancy and building violations; easements, the title report as insurance binder and at the closing table. Includes everyday legal matters and more complicated legal actions, as they affect real estate title/ownership. 15 hours, no exam.

- **Monday & Wednesday, 6:15 - 10:00 p.m.**
June 4 - June 13
\$170 • 4 sessions • Jordan Linn, Esq.

RE-222, Section MW21-QC
Coops and Condos, Part I

Opening with a general discussion of the basic cooperative structure, how it operates as a corporation and governs the residency of the shareholders, we then go on to examine the legal and financial differences of condominiums. Finally, the course provides an overview of the operational features of condos and coops. 7.5 hours, no exam.

- **Monday & Wednesday, 6:15 - 10:00 p.m.**
June 18 & 20
\$85 • 2 sessions • Eric P. Tosca, Esq.

RE-223, Section MW21-QC
Coops and Condos, Part II

In this course we discuss the financial and legal status of the individual, with special attention to the impact of the underlying mortgage unique to cooperatives. Also included: the powers of the board of directors or board of managers and the management and marketing of coop corporations and condo associations. 7.5 hours, no exam.

- **Monday & Wednesday, 6:15 - 10:00 p.m.**
June 25 & 27
\$85 • 2 sessions • Eric P. Tosca, Esq.

RE-224, Section SA11-QC
Zoning Analysis and Urban Land Use

A review of the origin, implementation, and enforcement of NYC zoning resolutions. The class covers zoning and zoning maps; use regulations; yard regulations; F.A.R. and bulk regulations; open space requirements; building height and building envelope; building accessories; sprinkler requirements; and egress analysis. Recommended for real estate brokers, engineers, developers, building department expeditors, and appraisers. 22.5 hours, no exam.

- **Saturday, 9:00 a.m. - 5:30 p.m.**
June 30 - July 14
\$240 • 3 sessions • Easa M. Moulana

RE-228 section MW21
Introduction to Landlord/Tenant Practice in New York

This course provides discussion and analysis of the nature of the landlord/tenant field of real estate with an emphasis on New York Practice and Procedures. This course will examine the legal and financial relationships in lease hold interests and explore the contractual rites and obligation of both tenants and landlords. It will also examine these relationships in the context of rent regulation and Multiple Dwelling laws. Discussion will involve Commercial and Residential Tenancies. 7.5 hours, no exam.

- **Monday & Wednesday, 6:15 - 10:00 p.m.**
July 9 & 11
\$85 • 2 sessions • Eric P. Tosca, Esq.

More Real Estate Classes Available On Line

<http://qcpages.qc.cuny.edu/CEP/cep/areas/reaalestateathome.htm>

**REAL ESTATE FOR EVERYONE****RE-303, Section TU21-QC**
How To Buy a Coop, Condo, or House

Learn all the steps. We cover the differences between a coop and condo, their advantages and disadvantages; reviewing the Offering Plan and contract; hiring a lawyer, sign a binder and/or contract, obtain financing, and estimate closing expenses.

- **Tuesday, 6:00 - 8:00 p.m.**
June 5 - June 26
\$100 • 4 sessions • Norman Brander, Esq.

RE-208, Section SU11-QC
Internet for Real Estate

Become an expert in finding the real estate information you need on the internet! Learn the best search engines for acquiring New York real estate. Find all property owners data, property data, zoning regulations and sales and comp information. Learn how you can print copies of actual deeds, mortgages, liens and other public records documents. Find financing options for your customers with all relevant financing calculations at your fingertips. How to get approved, quick financing; you will learn pertinent NYC/NYS real estate regulations and more.

- **Sunday, 8:30 a.m. - 5:30 p.m.**
July 15
\$85 • 1 session • Uri Shamir

RE-307, Section TR21-QC
Getting Started in Real Estate Sales

Congratulations! You finally took that big step and got your Real Estate License. Now, how do you sell this stuff? This class will give you a few of the keys to success in the real estate industry. Learn how to canvas a territory, market a property, qualify leads, show properties, negotiate a successful transaction and how to close the deal. Your training never ends and this is just the beginning.

- **Tuesday and Thursday, 6:00 - 10:00 p.m.**
July 10 & 12
\$85 • 2 sessions • Uri Shamir

AS-201, See Sections Below-QC
Notary Public Exam Prep Course

Prepares candidates for the New York State Notary Public Exam. Topics include legal terminology, notary public law, and qualifications to become a licensed notary public.

Prerequisite: Student must be a U.S. citizen.

- **Section TH21**
Thursday, 6:00 - 9:00 p.m.
June 7
\$35 (+ \$15 registration fee) • 1 session
Uri Shamir
- **Section TH12**
Thursday, 9:00 a.m. - 12:00 noon
June 28
\$35 (+ \$15 registration fee) • 1 session
Uri Shamir
- **Section TH23**
Thursday, 6:00 - 9:00 p.m.
July 19
\$35 (+ \$15 registration fee) • 1 session
Uri Shamir