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 requirements 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., tradable 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 16 & 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 expediters, 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. Moulanah

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/realestateathome.htm

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 - 9:00 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