

# Broker Pre-licensing Class Schedule

## **Fundamentals of Real Estate Appraisal (45 hours) -2015**

Deadline to Register: Oct 19

Instructor: Bill Roth

Class schedule: 11/02, 11/09, 11/16, 11/23, 11/30, 12/07      Textbook included: 11th edition

Member Cost: \$315      DAAR Education Gold Member: \$283.50      Non-Member Cost: \$330

*Course covers the major principles behind the various approaches to valuing real estate. Learn the forces that create and affect the real estate market. Learn the steps in the appraisal process, the various types of capitalization, and mathematical computations/statistics needed for appraising.*

## **Essentials of Real Estate Finance (45 hours) – 2016**

Deadline to Register: Dec 28

Instructor: Greg Davidson

Class schedule: 1/11, 1/25, 2/1, 2/8, 2/22, 2/29      Textbook included: 13th edition

Member Cost: \$315      Non-Member Cost: \$330

*Course covers nature and cycle of real estate finance, mortgage markets, sources of funds, instruments of real estate finance, various types of loans and financing programs, closings, defaults, and foreclosures.*

## **Real Estate Law (45 hours) – 2016**

Deadline to Register: Feb 29

Instructor: Bill Roth

Class schedule: 3/14, 3/21, 4/4, 4/11, 4/18, 4/25      Textbook included: Real Estate Law, 8th edition

Cost: \$340      Non-Member Cost \$355

*Course covers an introduction to law and the legal system, real estate and personal property laws; land, water, and air rights; estates, condominiums and cooperatives; the landlord-tenant relationship; contract law; real estate agencies and brokerages; escrows, liens, deeds, transfers, titles, mortgages and closings; fair housing laws; environmental law/green development.*

## **Real Estate Brokerage (45 hours) – 2016**

Deadline to Register: Apr 25

Instructor: Mark WorriLOW

Class Starts: 5/16, 5/23, 6/6, 6/13, 6/20, 6/27      Textbook included: A Management Guide, 8th edition

Member Cost: \$315      Non-Member Cost: \$330

*This is a highly interactive 45-hour broker pre-license course of lecture, class discussion and group project. Students will form groups and create a “new” real estate firm from the ground up then present their project to the class at the end of the course. Lectures will be on the following topics along with several quizzes; leadership, management skills, communications and decision making, analyzing the business procedures, marketing and advertising, Practical and Legal Realities’ of staffing, recruiting, professional competency, coaching and training, critiquing operations, and managing risks.*

\*Registration Fees subject to change.

[Weather/Refund Policy](#)