

REAL ESTATE (REAL)

REAL 0500 Real Estate Principles & Practices (0 Credits)

The Real Estate Principles and Practices course is for students seeking to become real estate agents, property managers, homeowners or investors. This course is taught by seasoned real estate professionals and successfully meets the minimum requirements for real estate licensing in the State of Connecticut and meets the minimum requirements set forth by the real estate commission. Students will learn about land use controls and regulations, market analysis, financing, contracts, transfer of titles, real estate law and ethical practices. Upon course completion, students who intend to sit for the state licensing exam (PSI exam), at a separate and additional cost, must pass this course with a grade of 70 or better and attend the minimum 60 hours of classroom instruction required by the state. For more information on Connecticut Real Estate Licensing, please refer to the Department of Consumer Protection (www.ct.gov/DCP or 860-713-6150).

REAL 0580 Real Estate License Test Prep (0 Credits)

The Real Estate License Exam Prep Course is designed to prepare individuals for success in obtaining their real estate license by providing comprehensive review materials, practice exams, and strategies tailored to the specific content of the licensing exam. This course covers the essential topics required for passing the real estate license exam, including real estate principles, laws, contracts, finance, ethics, and more. *Additional fees may apply*

REAL 0600 Real Estate Appraisal (0 Credits)

The Real Estate Appraisal Fundamentals Course is designed to provide individuals interested in the field of real estate appraisal with a comprehensive understanding of the principles, techniques, and regulations involved in valuing real property. This course covers essential topics necessary to embark on a successful career as a real estate appraiser, including valuation methods, market analysis, legal considerations, and professional ethics.

REAL 0700 Appraiser Site Valuation & Cost (0 Credits)

Gain expertise in site valuation and cost appraisal, essential skills for professionals in real estate and property assessment.

REAL 0701 Home Mortgage (0 Credits)

The process for getting a mortgage is constantly changing and qualifying for credit is more challenging than ever. Whether you are considering buying for the first time or you are looking to get into the market a second or even third time, you'll need the most up-to-date information to be successful. You'll gain knowledge on understanding how to be a loan candidate, completing a home buying strategy, the impact of a credit score, pre-approval vs. pre-qualification, choosing a realtor, overview of the mortgage process, governmental changes impacting the mortgage industry and how they impact you, and rent vs. own. Handouts will be emailed. Please note: This course will be taught through an online format, using WebEx. Students must have a webcam and microphone on their home computer or device. The instructor will contact students with further instructions before the start of class.

REAL 0702 Sell Your Home (0 Credits)

Learn effective strategies and techniques for selling a home, covering the entire process from preparation to closing.

REAL 0703 House Plan for Renovation (0 Credits)

Explore the planning and design considerations for renovating a house, covering architectural and practical aspects.

REAL 0704 Title Search Real Estate (0 Credits)

This course will cover the following topics: a review of the basics of title searches; securing current owner's information; assessor's records; title research; information available from other governmental offices; tips for grantoring and granteeing chains of title; and how to handle special problems, such as foreclosure searching, bankruptcy, probate files, and lien priority.

REAL 0705 Real Estate Investor Rentals (0 Credits)

Guide real estate investors in the intricacies of rental property management, covering leasing, maintenance, and tenant relations.

REAL 0706 Real Estate Investments (0 Credits)

Explore various strategies and methods for real estate investments, covering residential, commercial, and other investment opportunities.

REAL 0707 CT Real Estate Law Brokers/Salesperson (0 Credits)

This required course for obtaining a CT broker's license will review the major State real estate regulations and general statutes that brokers must know, understand and follow in order to comply with CT real estate practice and run a real estate business. Detailed explanations, interpretations, case law, and tips will be provided to help students grasp the complex language and concepts of CT real estate law. A must course for realtors preparing for the broker's exam or for those brokers who want to stay current. Application fee of \$65 is not included with this course. Students must complete all 15 hours to receive a certificate of completion. This course is approved for 15 Continuing Education hours by the CT Real Estate Commission. Students should bring a snack to class. Handouts are provided; no textbook is required. Prerequisite: It is recommended that only those students who are close to fulfilling the prerequisites for the State of Connecticut Real Estate Broker Exam take this course. Please refer to the Department of Consumer Protection (DCP) website for more details about these prerequisites: www.ct.gov/dcp.

REAL 0708 Vacation/2nd Homeownership (0 Credits)

A course covering all aspects of the purchase and management of 2nd homes/vacation properties as well as a comprehensive analysis regarding the benefits and downfalls between long and short term rentals.

Additional fees may apply

REAL 0709 Contract Disputes/Resolutions (0 Credits)

This course provides information on the types of disputes that can arise with real estate transactions and the available methods of dispute resolution, including negotiation, arbitration or court. The course is to help licensees obtain effective skills in dispute management and conflict avoidance.

Additional fees may apply

REAL 0710 Understand Credit Improve Score (0 Credits)

Understand the factors affecting credit scores and learn strategies to improve credit standing for financial well-being.

REAL 0711 Due Diligence-A Townhall Tour (0 Credits)

Navigate the due diligence process in real estate through a comprehensive townhall tour, covering legal, financial, and regulatory considerations.

REAL 0712 CT Real Estate Agency Law (0 Credits)

A comprehensive look at new and proposed legislation and regulations that affect the real estate industry, as well as an overview of the most common consumer complaints and ways to avoid common mistakes. Course also covers timely items like land use fraud and title issues.

Additional fees may apply

REAL 0713 Marketing Analysis Highest Best Use (0 Credits)

Conduct market analysis for real estate, focusing on determining the highest and best use of a property for optimal value.

REAL 0714 Residential Reporting Writing (0 Credits)

Develop skills in writing comprehensive residential property reports, covering essential details for real estate transactions.

REAL 0715 REALTOR Safety (0 Credits)

A detailed look at issues that licensees and their clients face with regard to safety in all areas including open houses and showings plus ways to reduce risk.

Additional fees may apply

REAL 0716 2022/2024 Association Ethics (0 Credits)

An overview of the history of the Board of Realtors and their Code of Ethics and the processes for handling disputes, ethics complaints and arbitration with case studies.

Additional fees may apply

REAL 0717 Navigating Zoning, Land Use, and Development (0 Credits)

Fundamentals every Real Estate License should know how to help their clients with local land use issues and procedures

Additional fees may apply

REAL 0718 CT Real Estate License Law (0 Credits)

This mandatory CE course covers current topics including new licensing laws, dual agency, fair housing, disclosures, deposits, licensee compensation and proposed legislation that affects the real estate industry.

Additional fees may apply