

REAL ESTATE

CO-LISTED CLASSES: Real Estate courses are co-listed. This means that both credit and noncredit students can register for and take these courses in the same classroom, and are completing the same course requirements. Please note that the Real Estate listings on these pages are noncredit offerings. If you are interested in taking any of these courses for credit, call 847-635-1776.

Become a Salesperson

The Alliance for Lifelong Learning offers an inexpensive program designed to help students qualify for the Illinois Real Estate Salesperson's License. This course is required by Illinois law and approved by the Illinois Department of Financial and Professional Regulation - Division of Banks and Real Estate (IDFPR-DBRE). All license requirements subject to change by IDFPR-DBRE. **Course may be taken for college credit.** Call 847-635-1776 for more information.

REAL ESTATE TRANSACTIONS

FEE: \$261

A basic course for those seeking to become acquainted with the fundamentals of real estate practice and theory. It fulfills the educational requirements for the Illinois salesperson's license examination and is a partial requirement for the broker's license exam. As per state regulation, a student must attend class for 45 hours to qualify for the license. Subjects covered include the Illinois Licensing Act, the nature of real estate, interests, rights and ownership, legal descriptions, title transfer, contract, appraisal, financing, closing statements, and more. A required textbook (approx. \$35) is available in the bookstore. (Home Study option also is available for this course.)

REL A18-C31, OC/DP, 7 Tue. & Thu., 6/10, 11:30 am-3 pm

CRN 50432

REL A18-C32, OC/SK, 7 Tue. & Thu., 6/10, 6:30-10 pm

CRN 50444

REL A18-C33, OC/DP, 2 Mon., Wed., & Thu., 7/28, 8:30-4 pm

CRN 50445

REAL ESTATE SALESPERSON AND BROKER EXAM REVIEW

FEE: \$65

This course provides a review of all seven areas of the Illinois Sales/Broker Exam, and is designed to enhance your command of national- and Illinois-specific material. All questions will be answered. Sample test questions, test-taking strategies, and real estate math will be available for home study. This course is not co-listed.

REL E93-31, OC/DP, 1 Wed., 6/18, 11:30 am-5 pm

CRN 50245

Become a Broker

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ADVANCED PRINCIPLES 2000

FEE: \$97

Topics covered include real estate transactions as well as new areas of study. Subject matter includes the Illinois Real Estate License Act, agency listings, the broker-salesperson relationship, land use and development, management, interest and ownership, insurance and income tax obligations, title examination and evidence, recording and closing statement and procedures. A required textbook (approx. \$35) is available in the bookstore. (Home Study option also available.)

REL A19-C31, OC/DP, 1 Wed. & Mon., 6/4, 8 am-4 pm

CRN 50437

REAL ESTATE CONTRACTS AND CONVEYANCES

FEE: \$97

Understand the legal obligations of buyers, sellers, landlords, tenants and brokers. While salespersons and brokers are not permitted to practice law, they must be familiar with the instruments used in real estate transactions. A required textbook (approx. \$55) is available in the bookstore. (Home Study option also available.)

REL A20-C31, OC/DP, 1 Wed. & Mon., 6/25, 8 am-4 pm

CRN 50438

REAL ESTATE BROKERAGE ADMINISTRATION

FEE: \$97

Learn the primary functions of a real estate office and the duties of the managing broker. Topics include broker qualifications; the nature of brokerage; client, customer, salesperson and employee relations; basic policies; staff selection, training and supervision; listing and compensation; marketing and prospecting; accounting, accountability and government regulations. A required textbook (approx. \$35) is available in the bookstore. (Home Study option also available.)

REL A21-C31, OC/DP, 1 Wed. & Mon., 6/18, 8 am-4 pm

CRN 50439

REAL ESTATE FINANCE

FEE: \$97

Study the various methods of real estate financing. Topics include basic finance methods, economic issues, mortgages and other types of loans, taxes and interest, foreclosures, government regulations and evaluation, analysis and risk. A required textbook (approx. \$35) is available in the bookstore. (Home Study option also available.)

REL A22-C31, OC/DP, 1 Wed. & Mon., 6/11, 8 am-4 pm CRN 50440

PROPERTY MANAGEMENT IN REAL ESTATE

FEE: \$97

This course examines the best use of properties and methods to stimulate real estate income through effective management. Topics include property history and analysis, financial structure and budget, rental schedules, tenant and landlord rights, collections, marketing, management programs, and obtaining properties. This course is approved as an elective in order to qualify for the Illinois Real Estate Broker's Licensing Exam. (Home Study option also available.)

REL A43-C31, OC/DP, 2 Wed., 7/2, 8 am-4 pm CRN 50441

Become a Residential Appraiser

The Alliance for Lifelong Learning offers an inexpensive evening program designed to help students become an Illinois Associate Appraiser and Illinois Certified Residential Appraiser.

The first three courses (REL A23, REL A24 and REL A25) are required to become an Illinois Associate Appraiser.

After gaining at least 2500 of appraisal experience during no fewer than 24 months, an Illinois Associate Appraiser is eligible to take Real Estate Appraisal Methodology (REL A94) and Report Writing. After completion of the work hours and courses, Illinois Associate Appraisers are eligible to sit for the Illinois Certified Residential Appraiser exam.

These courses are approved by the Illinois Department of Financial and Professional Regulation—Division of Banks and Real Estate (IDFPR-DBRE). All license requirements subject to change by IDFPR-DBRE. **Courses may be taken for college credit. Call 847-635-1776 for more information.**

STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE

FEE: \$97

Offers an introduction to the Uniform Standards of Professional Practice in real estate appraisal. Focus on ethical obligations, professionalism, and competent performance in the application of appraisal methods and techniques. The review process and consultation service also are emphasized. Federal and Illinois regulations are covered. A required textbook (approx. \$25) is available in the bookstore.

REL A24-C31, OC/DP, 2 Sat., 8:30 am-3 pm & 2 Mon., 6-9:30 pm, 5/12 CRN 50436

Real Estate Home Study Flexible...Economical...Complete

For all Home Study courses, students are required to register in person at the Alliance office at either Des Plaines or Ray Hartstein (Skokie) campus. Required textbook and home study guide are included in the tuition and sold only through the Alliance for Lifelong Learning offices. No refunds will be issued for this course.

No classroom attendance is required. However, you must attend a proctored final exam administered by the Testing Center at Oakton (details included in the home study guide).

All Home Study courses are approved by the Illinois Department of Financial and Professional Regulation—Division of Professional Regulation (IDFPR-DPR). *There is no senior discount for Real Estate Home Study Courses.*

Real Estate Salesperson

Complete your coursework for the real estate salesperson license exam at home and at your own pace. You could be ready to take the salesperson exam in less than three weeks, or at a pace more convenient to your schedule. Student materials, textbook, content outlines, seven sample quizzes, and instructor support are all included. No senior discount.

Students may enroll and begin **Real Estate Transactions** any time prior to **Friday, June 27, 2008**. However all coursework and testing **must be completed by July 24, 2008**.

Tuition is \$285 for Real Estate Salesperson (REL A18) home study.

Real Estate Brokers

Complete the course sequence to qualify you for the Illinois Real Estate Broker's License exam at home and at your own pace. Student materials and instructor support are all included.

Students may enroll and begin any of the Broker's courses: **Advanced Principles 2000 (REL A19), Real Estate Contracts and Conveyances (REL A20), Brokerage Administration (REL A21), Real Estate Finance (REL A22)** and/or **Property Management (REL A43)** any time prior to **Friday, June 27, 2008**. However all coursework and testing **must be completed by July 24, 2008**.

Tuition is \$109 for each of the Broker's courses—Advanced Principles 2000, Real Estate Contracts and Conveyances, Brokerage Administration, and Real Estate Finance. There are no senior discounts for these courses. Tuition is \$139 for Property Management, textbook fee included.

For information on all these programs, contact Oakton's Real Estate Institute at 847-635-1776.