

# REAL ESTATE

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## **Real Estate Pre-Licensing Course**

Prepares participants for the Delaware real estate sales licensing examination. Consists of two distinct sections: Real Estate Principles & Law. Participants may be required to take Real Estate Mathematics. A math challenge exam will be given the first night of class to determine if participant is exempt. Successful completion meets the Delaware real estate education requirements. Textbooks in college bookstore. Approved by the DE and MD real estate commissions. Approved for VA benefits. (76 hrs, 7.5 CEUs)

Instructors: William Ferreri & Heidi Balliet

- ▶ 9/7-11/18, Tuesday & Thursday, 6-10pm, 19 sessions. \$525. EYL 200 231  
No class 11/2 & 11/4.

## **Real Estate Pre-Licensing Info Night**

- ▶ 8/24, Tuesday, 6:30-8:30pm, 1 session. FREE. ENL 201 231

## **Real Estate Law**

The Law portion of the Real Estate Pre-Licensing Course provides the prospective sales person with a working knowledge of federal/state laws/regulations affecting the profession. Helpful for agents licensed in other states who wish to become licensed in Delaware. Textbook in college bookstore. Approved by the DE and MD real estate commissions. Approved for VA benefits. No class 11/2 & 11/4. (33 hrs, 3.3 CEUs)

Instructor: Heidi Balliet

- ▶ 10/19-11/18, Tuesday & Thursday, 6-10pm, 8 sessions. \$225. EYL 202 231  
No class 11/2 & 11/4.

## **Real Estate Mathematics**

Provides prospective sales persons with a working knowledge of real estate mathematics. Required for students in Real Estate Pre-Licensing Course who do not pass the math exemption test. Successful completion meets the real estate education requirements for math in Delaware. Textbook in bookstore. Approved by the DE and MD real estate commissions. Approved for VA benefits. No class 11/25. (28 hrs, 2.4 CEUs)

Instructor: Carol Bunting

- ▶ 11/23-12/16, Tuesday & Thursday, 6-10pm, 7 sessions. \$195. EYL 203 231  
No class 11/2 & 11/4