

# **R** REAL ESTATE

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

Come join us for a free detailed info session on the requirements, course content, and what is expected to successfully complete the Real Estate Pre-Licensing Course. (2 hrs)

Instructors: Heidi Balliet & William Ferreri

- ▶ 1/26, Tuesday, 6:30-8:30pm, 1 session. Free. ENL 201 231-2

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

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. 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 Veterans benefits. (76 hrs, 7.5 CEUs)

Instructors: William Ferreri & Heidi Balliet

- ▶ 2/2-5/13, Tuesday & Thursday, 6-10pm, 19 sessions. \$525.  
EYL 200 231-2

## Real Estate Mathematics

Provides prospective sales persons with a working knowledge of real estate mathematics. This course is required for students in Real Estate Pre-Licensing Course who do not pass the math challenge exam. Successful completion meets the real estate education requirements for math in Delaware. Textbooks in college bookstore. Approved by the DE and MD real estate commissions. Approved for Veterans benefits. (28 hrs, 2.8 CEUs)  
Instructor: Carol Bunting

- ▶ 2/16-3/9, Tuesday & Thursday, 6-10pm, 7 sessions. \$195. EYL 203 231-2

## 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. Course is 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 Veterans benefits. (33 hrs, 3.3 CEUs)  
Instructors: Heidi Balliet & Jane Patchell

- ▶ 4/20-5/13, Tuesday & Thursday, 6-10pm, 8 sessions. \$225.  
EYL 202 231-2

## Real Estate Brokers Course

Designed to prepare a real estate salesperson to become a real estate broker. Successful completion of this course meets the educational requirements and is approved by the Delaware Real Estate Commission. (No class 4/20, 4/22, 5/25) (108 hrs, 9.9 CEUs)  
Instructors: William Ferreri & Heidi Balliet

- ▶ 3/22-6/23, Monday & Wednesday, 6-10pm, 27 sessions. \$655.  
EYL 207 231-2

