

REAL ESTATE

See also BUSINESS for additional real estate classes.

Student Orientation for Non-Credit Real Estate Programs

Bring your questions, meet the instructors, and find out more about our programs. Learn to make a better decision regarding what real estate field is right for them. The orientation is held at the Matteson Area Center, 4821 Southwick Drive, Matteson. Please call (708) 709-3750 to register.

Orientation Date:

Thursday, Jan. 8, 6-7:30 p.m. All Real Estate Courses

HOW TO SURVIVE TODAY'S MORTGAGE AND REAL ESTATE MARKET

With all the turmoil in the mortgage and real estate market, there is a definite need for education to better prepare prospective and existing homeowners on how to survive this volatile market. This three-hour seminar teaches how to make better decisions, whether you are thinking about buying a home or need to refinance. Our experts will explain what you need to qualify for financing, what type of financing fits your situation, how to pick the right realtor for your buy or sell, the importance of an appraisal, getting your home ready for selling, and many more helpful hints to make your real estate transaction go smoothly. It is a reality that foreclosures are on the rise, so please take advantage of this free seminar to help you through this process. Please call (708) 709-3750 to register.

code: PIBUS-119-MC

start date: Feb 7

time: 09:00AM-12:00PM

cost: FREE

days: S

duration: 1 SESSION

location: MAC 111

SALES & BROKERS PRE-LICENSING

PROPERTY MANAGEMENT

Optional broker course with instruction in fundamentals of tenant-management relationships, property modernization, property maintenance, leases, real property insurance, commercial property, industrial property, and advertising. Renting, leasing, rehabilitation, budgeting, marketing, and accounting also are covered. Textbook required.

Note: Attendance is mandatory per state regulations.

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|-------------|-----------------|-----------|------------|
| code: | GSRE-031-MC | | |
| start date: | Apr 28 | days: | TH |
| time: | 06:00PM-09:00PM | duration: | 5 SESSIONS |
| cost: | \$149 | location: | MAC 118 |

REAL ESTATE TRANSACTIONS

This course introduces the fundamentals of real estate. Topics covered include the nature of real estate and ownership, types of real estate opportunities, real estate financing, marketing, leasing, taxation, insurance development, appraisal, and state licensing laws. This course fulfills the pre-license education requirement to be eligible for the Illinois Real Estate Salesperson license exam. A textbook is required for the first class and can be purchased at the Prairie State College Bookstore on the main campus in Chicago Heights. Note: Attendance is mandatory per state regulations.

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|-------------|-----------------|-----------|-------------|
| code: | GSRE-071-MC | | |
| start date: | Feb 24 | days: | TTH |
| time: | 06:00PM-09:00PM | duration: | 16 SESSIONS |
| cost: | \$299 | location: | MAC 108 |

ILLINOIS BROKER MANAGEMENT

This is a mandatory 6-hour continuing education course for real estate brokers licensed in the state of Illinois. This course also can be used to satisfy the 6-hours of elective continuing education for real estate salespersons. The learning objectives for this course are as follows: broker licensing and responsibilities, agency agreements and issues, office management and escrow responsibilities, risk reduction, and disciplinary actions.

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|-------------|-----------------|-----------|-----------|
| code: | PIBUS-118-MC | | |
| start date: | Apr 4 | days: | S |
| time: | 09:00AM-03:30PM | duration: | 1 SESSION |
| cost: | \$149 | location: | MAC 112 |

REAL ESTATE APPRAISAL PRE-LICENSING

BASIC PRINCIPLES OF APPRAISAL

Formerly IL-II. This course is a comprehensive introduction to the field of property appraisal. This is the first of three required pre-license courses needed to be eligible for the Illinois Associate Appraiser license exam. A textbook is required for the first class and can be purchased at the Prairie State College Bookstore on the main campus in Chicago Heights. Note: Attendance is mandatory per state regulations.

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|-------------|-----------------|-----------|-------------|
| code: | GSRE-072-MC | | |
| start date: | Jan 21 | days: | MW |
| time: | 07:00PM-09:30PM | duration: | 16 SESSIONS |
| cost: | \$229 | location: | MAC 108 |

BASIC APPRAISAL PROCEDURES

Prerequisite: GSRE 072 - Basic Principles of Appraisal

Formerly IL-III. This course in real estate appraisal methods and procedures gives students a practical foundation for estimating market value by deepening understanding of appraisal theory and developing valuation skills. This is the second of three required pre-license courses needed to be eligible for the Illinois Associate Appraiser license exam. This course uses the same textbook required for GSRE-072. Note: Attendance is mandatory per state regulations.

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|-------------|-----------------|-----------|-------------|
| code: | GSRE-073-MC | | |
| start date: | Mar 23 | days: | MW |
| time: | 07:00PM-09:30PM | duration: | 16 SESSIONS |
| cost: | \$229 | location: | MAC 108 |

UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE

Prerequisite: GSRE 072 - Basic Principles of Appraisal

Formerly IL-1. This course focuses on requirements for ethical behavior and competent performance by appraisers, as set forth in the Uniform Standards of Professional Appraisal Practice, or USPAP. The curriculum conforms to the national USPAP 15-hour course as set by The Appraisal Foundation. This is the third of three required pre-license courses needed to be eligible for the Illinois Associate Appraiser license exam, and may be taken after, or concurrent with, GSRE-073. Textbooks are included in the course cost and are distributed at the first class. Note: Attendance is mandatory per state regulations.

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|-------------|-----------------|-----------|------------|
| code: | GSRE-074-MC | days: | S |
| start date: | Apr 18 | duration: | 3 SESSIONS |
| time: | 09:00AM-03:30PM | location: | MAC 115 |
| cost: | \$219 | | |

GENERAL REAL ESTATE CLASSES**MORTGAGE LOAN OFFICER TRAINING I**

This course is designed for individuals seeking or considering a career as a mortgage loan officer. Price includes Qualifier Plus IIIx calculator and study guides for both courses. This course, coupled with Mortgage Loan Officer Training II, prepares students for the state examination.

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|-------------|-----------------|-----------|-------------|
| code: | GSBUS-009-M1 | days: | MW |
| start date: | Feb 16 | duration: | 10 SESSIONS |
| time: | 07:00PM-09:00PM | location: | MAC 118 |
| cost: | \$219 | | |

MORTGAGE LOAN OFFICER TRAINING II

This course is an extension of Mortgage Loan Officer Training I. Learn how to adjust to client situations and select the appropriate loan programs to fit the client's unique situation. A Qualifier Plus IIIx calculator is included in the Level I class cost and is required for Level II. Legal aspects of the business are also discussed. This course, coupled with Mortgage Loan Officer Training I, prepares students for the state examination.

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|-------------|-----------------|-----------|-------------|
| code: | GSBUS-012-M1 | days: | MW |
| start date: | Mar 30 | duration: | 10 SESSIONS |
| time: | 07:00PM-09:00PM | location: | MAC 118 |
| cost: | \$159 | | |

HOME INSPECTION (NOW APPROVED FOR INDIANA)

This course is designed to fulfill the Illinois and Indiana state requirements for pre-license instruction for home inspectors. The class prepares students to take the state home inspector examination for Illinois or Indiana. There is an onsite field day prior to final examination. All applicants for the home inspector license must be at least 21 years of age and must have a high school diploma or GED. Textbooks are included in the course fee and will be distributed at the first class. Please note: Attendance is mandatory per state regulations. K-Building is located on the north side of Vollmer Road, behind the car wash. Look for the "Construction Trades" sign on the building.

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| code: | GSRE-020-PS | days: | MTH |
| start date: | Feb 23 | duration: | 20 SESSIONS |
| time: | 06:00PM-10:00PM | location: | K 115 |
| cost: | \$1,199 | | |

BUYING REAL ESTATE FORECLOSURES

A foreclosure is a legal procedure in which property pledged as security is sold to satisfy a debt. This class covers the different types of foreclosures and how to buy them based on Illinois law.

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| code: | GSRE-030-MC | days: | S |
| start date: | Mar 7 | duration: | 3 SESSIONS |
| time: | 09:00AM-12:00PM | location: | MAC 108 |
| cost: | \$89 | | |

CREATIVE FINANCING AND INVESTMENT IN REAL ESTATE

Learn new ways to finance real estate investments and how to find real estate investment opportunities. The class covers limited partnerships, wrap-around mortgages, refinancing, trade and exchange of properties, pledges, and construction loans.

code: PIBUS-031-MC

start date: Apr 4

days: S

time: 09:00AM-12:00PM

duration: 2 SESSIONS

cost: \$69

location: MAC 108