



# Real Estate Pre-Licensure Preparation

Continuing Education

All real estate courses listed below are approved by the Nebraska Real Estate Commission for licensure purposes. The address and telephone number for the Real Estate Commission is P.O. Box 94667, Lincoln, NE 68509, 402-471-2004.

SCC is pleased to partner with Larabee School of Real Estate to provide premiere real estate education. Real estate pre-licensure classes are offered two ways for your convenience and learning style, traditional and online.

To register and pay for these real estate classes, go to:

[www.southeast.edu/continuing/Real\\_Estate](http://www.southeast.edu/continuing/Real_Estate)

## Real Estate Principles & Practices

This is an introduction into the field of real estate, providing a comprehensive picture of the entire real estate field, covering terminology, concepts of real estate law, finance, appraisal, taxation, estates in land, legal instruments, brokerage and management.

Required book available at the SCC Bookstore or [www.sccbookstore.com](http://www.sccbookstore.com). No prerequisites are suggested for this course. This course provides 30 hours credit for salespeople and broker pre-licensure educational requirements.

### Traditional

Course Number: BSAD-3240	Sec	Dates	Day	Time	Room	Tuition: \$185
	CEWA	Jan. 9-12	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	
	OCWB	Feb. 16-Mar. 22	T, Th	6-9 p.m.	3355 Orwell St*	
	CEWC	Mar. 5-8	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	
	OCSA	May 3-June 7	T, Th	6-9 p.m.	3355 Orwell St*	
	CESB	May 7-10	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	

### Online

You have a year to complete the online course.  
 Course Number: BSAD-3258 Tuition: \$185

Sec	Dates
WBWA	Jan. 4, 2012-Jan. 3, 2013
WBWB	Feb. 1, 2012-Jan. 31, 2013
WBWC	Mar. 1, 2012-Feb. 28, 2013

## Real Estate Finance

This is intended for students who desire a background in the financing of various types of real estate, the institutions involved and permanent investors of real estate loans. It will provide information in the basic practices of finance for the homeowner, investor, lender, and loan originator.

Required book available at the SCC Bookstore or [www.sccbookstore.com](http://www.sccbookstore.com). No prerequisites are required for this course. This course provides 30 hours credit for salespeople and broker pre-licensure educational requirements.

### Traditional

Course Number: BSAD-3242	Sec	Dates	Day	Time	Room	Tuition: \$185
	OCWA	Jan. 10-Feb. 14	T, Th	6-9 p.m.	3355 Orwell St*	
	CESA	Apr. 2-5	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	
	OCSB	June 12-July 17	T, Th	6-9 p.m.	3355 Orwell St*	

### Online

You have a year to complete the online course.  
 Course Number: BSAD-3259 Tuition: \$185

Sec	Dates
WBWA	Jan. 4, 2012-Jan. 3, 2013
WBWB	Feb. 1, 2012-Jan. 31, 2013
WBWC	Mar. 1, 2012-Feb. 28, 2013

## Real Estate Sales & Brokerage

This is an introduction to listing and sales techniques, the personal relationships and responsibilities of brokers to their sales staff and the expenses incurred in operating a brokerage firm. Office budgeting, sales staff expense and professional responsibilities are explored in this class.

Required book available in class. This course can be used to meet salesperson or broker pre-licensure education requirements and can be dual-purposed to provide 30 hours toward pre-licensure requirements or nine hours of salesperson or broker continuing education. No credit for appraisal pre-licensure or continuing education is given for this class.

### Traditional

Course Number: BSAD-3241	Sec	Dates	Day	Time	Room	Tuition: \$215
	CEWA	Feb. 6-9	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	
	OCWB	Mar. 27-May 1	T, Th	6-9 pm	3355 Orwell St*	
	CESA	June 4-7	M, T, W, Th	8:30 a.m.-5 p.m.	CEC, 405**	

\* These classes will be held at Larabee School of Real Estate, 3355 Orwell St., Lincoln, NE. Phone: 402-436-3308

\*\* These classes will be held at the SCC Continuing Education Center, 301 S. 68th St. Place, Lincoln, NE. Phone: 402-437-2700

Staff tuition waiver is not available for these courses.

## CONTINUING EDUCATION FOR REAL ESTATE LICENSEES

Licensees have an obligation to complete 12 clock hours of continuing education every two years. Of these 12 hours, at least three hours must be in designated subject matter. These courses are indicated with the letter "R" in the four-digit course content number that is assigned to the course. Below are the names of the Continuing Education courses that are offered through Larabee School of Real Estate in partnership with SCC. To obtain a schedule or to enroll in any of these courses, please go to [LarabeeSchool.com](http://LarabeeSchool.com), click "Schedules" or call 402-436-3308.

- Real Estate Contracts 0095
- Fair Housing 0271R
- Rules & Regulations Highlights 0305R
- NAR's Mandatory Ethics 0497R
- Buyer Agency 0233R
- A Fungus Amongst Us 0517R
- Commercial Basics 0311
- Meeting Buyer's Financial Needs 0128
- Agency to the Third Power 0409R
- Risk Management 0417R
- NIFA: Unlocking the Mystery 0567
- Friendly Persuasion 0436
- Disclosures: What & When 0385R
- Nebraska Landlord Tenant Act 0068R
- Rules & Regulations Highlights 0305R
- New Construction; Start to Finish 0120
- Negotiation Skills for Licensees 0501
- High Risk Transactions: Short Sales, Reposs & Predatory Lending 0645
- Title Insurance: Limitations & Expectations 0024

For more information, please contact **Amy Chesley** at 402-437-2709 • 800-828-0072, ext. 2709 [achesley@southeast.edu](mailto:achesley@southeast.edu)

[www.southeast.edu/continuing/Real\\_Estate](http://www.southeast.edu/continuing/Real_Estate)  
Southeast community college