



# 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.

Southeast Community College 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.

To register and pay for these real estate classes, go to:  
[www.southeast.edu/continuing/ce\\_business.asp](http://www.southeast.edu/continuing/ce_business.asp)

## REAL ESTATE PRINCIPLES & PRACTICES

An introduction into the field of real estate, providing a comprehensive picture of the entire real estate field. This course will cover terminology, concepts of real estate law, finance, appraisal, taxation, estates in land, legal instruments, brokerage and management. No prerequisites are suggested for this course. This course provides 30 hours credit for salespeople and broker pre-licensure educational requirements. Required book available at the SCC Bookstore or purchase them at [www.sccbookstore.com](http://www.sccbookstore.com).

TRADITIONAL				Tuition: \$185	Room
Sec	Start	Sess	Day	Time	
CEUC	Aug. 31	4	M,T,W,Th	8:30 a.m.-5 p.m.	CEC,406**
LNUD	Oct. 1	11	T,Th	6-9 p.m.	SCC,T-7*
CEFA	Nov. 2	4	M,T,W,Th	8:30 a.m.-5 p.m.	CEC,405**

ONLINE				Tuition: \$185	Inst
Sec	Start	Sess	Day	Time	
WBUC	Sept. 1	Online			Staff
WBFA	Oct. 6	Online			Staff
WBFB	Nov. 3	Online			Staff
WBFC	Dec. 1	Online			Staff

## REAL ESTATE FINANCE

Intended for those students desiring a background in the financing of various types of real estate, the institutions involved and permanent investors of real estate loans. To provide information in the basic practices of finance for the homeowner, investor, lender and loan originator. No prerequisites are required for this course. This course provides 30 hours credit for salespeople and broker pre-licensure educational requirements. Required book available at the SCC Bookstore.

TRADITIONAL				Tuition: \$185	Room
Sec	Start	Sess	Day	Time	
CEFA	Dec. 7	4	M,T,W,Th	8:30 a.m.-5 p.m.	CEC,406**

ONLINE				Tuition: \$185	Inst
Sec	Start	Sess	Day	Time	
WBUC	Sept. 1	Online			Staff
WBFA	Oct. 6	Online			Staff
WBFB	Nov. 3	Online			Staff
WBFC	Dec. 1	Online			Staff

\* These classes will be held at Southeast Community College, 8800 O Street, Lincoln, NE.

\*\* These classes will be held at the SCC Continuing Education Center, 301 S. 68th St. Place, Lincoln, NE.

Staff tuition waiver is not available for these courses.

## REAL ESTATE SALES & BROKERAGE

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. 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 9 hours of salesperson or broker continuing education. No credit for appraisal pre-licensure or continuing education is given for this class. Required book available at the SCC Bookstore.

TRADITIONAL				Tuition: \$185	Room
Sec	Start	Sess	Day	Time	
CEFA	Oct. 5	4	M,T,W,Th	8:30 a.m.-5 p.m.	CEC,406**
LNFB	Nov. 10	11	T,Th	6-9 p.m.	SCC,T-9*

ONLINE				Tuition: \$185	Inst
Sec	Start	Sess	Day	Time	
WBUC	Sept. 1	Online			Staff
WBFA	Oct. 6	Online			Staff
WBFB	Nov. 3	Online			Staff
WBFC	Dec. 1	Online			Staff

## REAL ESTATE APPRAISAL

An introduction to real estate evaluation, factors affecting value, valuing land and improvements, depreciation and the math of appraisal. Student appraisal of a single-family dwelling is required for course completion. This course provides 9 hours of continuing education credits for salespersons and brokers. No credits for the appraiser license provided by this course. Real Estate Principles and Practice is a suggested prerequisite, but is not mandatory. Required book available at the SCC Bookstore or [www.sccbookstore.com](http://www.sccbookstore.com).

TRADITIONAL				Tuition: \$185	Room
Sec	Start	Sess	Day	Time	
CEFA	Dec. 14	4	M,T,W,Th	8:30 a.m.-5 p.m.	CEC,406**

## CONTINUING EDUCATION FOR REAL ESTATE LICENSEES

Licensees have a Continuing Education obligation to complete 12 clock hours of continuing education every two years. Of these 12 hours, at least 3 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 Southeast Community College. 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.

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

To register and pay for these

real estate classes, go to:

[www.southeast.edu/continuing/ce\\_business.asp](http://www.southeast.edu/continuing/ce_business.asp)

For more information, please contact  
**Amy Chesley** at 402-437-2709 • 1-800-828-0072,  
ext. 2709 • [achesley@southeast.edu](mailto:achesley@southeast.edu)