



REAL ESTATE PROGRAM

New opportunities begin here with a career in real estate. Independence, financial success and professional growth are some of the advantages that can be gained with a career in real estate sales and real estate appraisal.



To register, call: (201) 447-7488 • www.bergen.edu/continuing

REAL ESTATE

CD 107 75-Hour Real Estate Salesperson's Licensing Course

22 sessions; \$450

001, Mon./Wed.; January 23-April 4, 2012

Hours: 9:30 a.m.-1:00 p.m.

Location: CLC

002, Mon./Wed.; January 23-April 4, 2012

Hours: 6:00-9:30 p.m.

Location: CLC

003, Mon./Wed.; April 11-June 27, 2012

Hours: 6:00-9:30 p.m.

Location: CLC

004, Mon.-Th.; July 9-July 31, 2012

Hours: 9:30 a.m.-3:00 p.m.

Location: CLC

002, Mon./Wed.; September 19-December 12, 2012

(no class 9/28, 10/10, 11/23)

Hours: 6:00-9:30 p.m.

Location: CLC

FT 021 75-Hour Real Estate Salesperson's Licensing Course

22 sessions; \$450

001, Tue/Th; April 10-June 21, 2012

Hours: 6:00-9:30 p.m.

Location: Fort Lee High School, 3000 Lemoine Avenue, Fort Lee, NJ

This course is designed for those who are interested in studying modern real estate transactions, real estate law, real estate commission rules and regulations and the components of the Real Estate Licensing Examination. It is approved by the State of New Jersey for those who plan to take the Real Estate Licensing Examination. Please note: A criminal background check is required by the State of New Jersey prior to licensing. **Required text:** *Principles and Practices of New Jersey Real Estate*, (Kovats, 18th Ed.). Available at the Bookstore.

Instructor: David Rowan, Real Estate Director

CD 321 Introduction to Appraising Real Estate

20 sessions; \$625

001, Tue./Th.; September 25-December 4, 2012
(no class 9/28, 11/24)

Hours: 6:30-10:00 p.m.

Location: TBA

Learn the basic principles of appraising real estate. Topics include: purpose of appraisal, identifying ownership rights, legal descriptions, housing designs, market income/cost approaches to value, data collection, and more. This 60-hour course fulfills the State of New Jersey appraisal education requirement, but licensing is contingent upon taking the USPAP within one year and apprentice service and experience requirements

as set forth by the state. **Required texts:** *Basic Appraisal Principles* and *Basic Appraisal Procedures*. Both books are by Munizzo/Masial.

Instructor: Tim Griffith

CD 463 Uniform Standards of Professional Appraisal Practice (USPAP)

2 sessions; \$215

001, Fri./Sat.; February 3-February 4, 2012

Hours: 9:00 a.m.-5:00 p.m.

Location: TBA

This 15-hour course is required for students who wish to obtain an Apprentice Permit in the state of New Jersey. This course covers the history and establishment of appraisal standards, the regulation and oversight of the appraisal industry, the ethics and the competency provisions, 10 appraisal standards, definitions, statements and other communications. The USPAP book is needed and can be obtained from the Appraisal Foundation. www.AppraisalFoundation.org A \$15 fee is required to be paid to the Appraisal Foundation for tracking each student that passes the test.

Instructor: Tim Griffith

CD 576 Staging Your Home

2 sessions;

001, Tue.; March 6 & 13, 2012

Hours: 6:00-9:00 p.m.

Location: TBA

Problems selling your home? Learn how to stage your home for those selling as well new homeowners. This course will provide many options and tips to enhancing the sale and style of your home. From curb appeal to interior space, you will learn great ideas on saving money while reinventing dated kitchens to bathrooms. Did you know bathroom tile can be painted? Learn ways to make the most out of your investment.

Instructor: Kim DeAngelo

NEW – COMING THIS SUMMER

Bergen Community College, School of Continuing Education, is now an approved provider by the State of New Jersey Department of Banking and Insurance and the New Jersey Real Estate Commission to offer Continuing Education units. Each class is 3 hours and will offer 3 continuing education units. There is a selection of four classes that will be offered in the evening or in the daytime. These four classes are: Ethics, Agency, Real Estate Licensee Statutes / Rules and Legal Issues. They will be offered each semester with more classes to come. For more information, please call Ria Bloss at 201 447-7466 or email rbloss@bergen.edu