

## Real Estate

**Real Estate Sales I (Pre-licensing)** - This 60 hour course is the first step for those who want to list, sell, purchase, exchange, lease, or dispose of real estate for others in the state of SC. To qualify for licensure you must be at least 18 years of age, have a satisfactory credit report, be a high school graduate or a recipient of a certificate of equivalency (GED), have proof of completion of at least 60 hours of approved classroom instruction, receive a passing score on the State exam. Topics to be discussed are real estate sales, real property law, agency, federal/state laws and regulations, pricing of real property, contracts, finance and mathematics.

1/10/12 - 3/08/12	6:00 pm – 10:00 pm	Tuesday - Thursday	\$475
4/16/12 - 4/27/12	8:30 am - 5:30 pm	Monday, Wednesday, Thursday & Friday	\$475
5/08/12 - 6/28/12	6:00 pm – 10:00 pm	Tuesday & Thursday	\$475
6/18/12 - 6/29/12	8:30 am – 5:30 pm	Monday, Wednesday, Thursday & Friday	\$475
8/20/12 - 8/31/12	8:30 am - 5:30 pm	Monday, Wednesday, Thursday & Friday	\$475
10/2/12 - 12/6/12	6:00 pm – 10:00 pm	Tuesday & Thursday	\$475
11 /5/12 - 11/16/12	8:30 am – 5:30 pm	Monday, Wednesday, Thursday & Friday	\$475

**Post Licensing (PL Modules 1-5)** - Individual modules (MCE) are available during the weeks that PL 1-5 are offered. Click [here](#) for schedule. This new Post Licensing course consists of five 6-hour modules that are designed to be interactive and presented via multi-media. Successful completion of this course meets the new requirements developed by the SC LLR Real Estate Commission and will get you on your way to success in your chosen profession of real estate!

3/26/12 – 3/30/12	8:30 am - 3:30 pm	Monday - Friday	\$299
4/2/12 - 5/2/12	6:00pm - 9:00pm	Monday & Wednesday	\$299
5/21/12 – 5/25/12	8:30 am - 3:30 pm	Monday - Friday	\$299
7/23/12 – 7/27/12	8:30 am - 3:30 pm	Monday - Friday	\$299
10/22/12 – 10/26/12	8:30 am - 3:30 pm	Monday - Friday	\$299
11/5/12 – 12/12/12	6:00pm – 9:00pm	Monday & Wednesday	\$299

**Broker A Broker Management** - 30 hours of 150 hours required to become a Broker (90 hours required for the salesperson's license may be used). In addition to the hours, you will need three years of experience with a salesperson's license and pass a state broker's exam. This course covers short and long range planning, operating a real estate brokerage, liability of a broker for torts of agents; trust accounting, contracts, and ethics.

3/12/12 - 3/16/12	8:30 am - 5:30 pm	Monday, Wednesday, Thursday & Friday	\$279
9/10/12 - 9/14/12	8:30 am - 5:30 pm	Monday – Thursday	\$279

**Broker B Exam Preparation** - 30 hours of the 150 hours required to become a broker (90 hours required for the salesperson's license may be used). In addition to the hours, you will need three years of experience with a salesperson's license and pass a state broker's exam. This course will cover real property law; agency, federal, and state laws; regulations; pricing of real property; contracts; finance; math; and closing statements.

04/2/12 - 4/6/12	8:30 am - 5:30 pm	Monday, Wednesday, Thursday & Friday	\$279
10/8/12 - 10/12/12	8:30 am - 5:30 pm	Monday - Thursday	\$279

**PROPERTY MANAGEMENT** - 30 hours of education required by the South Carolina Real Estate Commission to receive a Property Management License. Topics include laws affecting property management, rental agreements, and tenant relations after leasing and insurance.

02/20/12 - 2/24/12	8:30am – 5:30pm	Monday, Wednesday Thursday & Friday	\$279
3/5/12 - 3/28/12	6:00pm – 10:00pm	Monday & Wednesday	\$279
5/7/12 - 5/11/12	8:30am – 5:30pm	Monday - Thursday	\$279
7/16/12 - 8/8/12	6:00pm – 10:00pm	Monday & Wednesday	\$279

*For more information or to register contact York Technical College Registration Office at (803) 325-2888 or the Program Manager at (803) 981-7372.*