

<b>LRE CPE Real Estate</b>
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**LRE 8170 Broker Pre-Licensing/60 Hours (4-0) 4 crs.**

Includes instruction for the Broker Pre-license Topics course (parts 1 and 2--60 classroom hours), an IDFPFR state-mandated course under the Real Estate License Act of 2000. Meets part of the 75-hour broker pre-license course requirements necessary to qualify students to take the Illinois Real Estate License Examination administered by Applied Measurement Professionals (AMP/PSI) to obtain a Real Estate Broker license in the State of Illinois when the successful completion of this course is combined with the successful completion of the Broker Pre-License Applied Real Estate Principles interactive course (LRE 8171/15 classroom hours). Expects students to meet the state-mandated attendance requirements included in the course syllabus and pass a final exam with a grade of 75% or better to successfully complete this course. Requires those who sit for the state broker licensing exam to be at least 18 years of age as well as have a GED or be a high school graduate.

**LRE 8171 Applied Real Estate Principles (1-0) 1 cr.**

Provides real estate instructions and includes role play situations, case studies and demonstrations. Covers listing presentations, buyer presentations, agency disclosures, purchase agreements, handling offers, negotiating, market analysis, closing costs, escrow money, fair housing, and anti-trust.

**LRE 8173 Managing Broker Pre-License Topics (1-2) 2 crs.**

Allows students to sit for the Illinois Real Estate Managing Broker license exam along with the completion of the 15-hour interactive Managing Broker Pre-License Applied Management and Supervision course. Covers all required topics including licensing, operations, handling money, recruiting, brokerage support, transaction supervision, marketing and advertising, dispute resolution, company policies, disclosure issues, and industry issues. Provides 30 hours of instruction including how to manage a brokerage efficiently, from the recruiting and hiring process through transaction management and dispute resolution. Covers how today's marketing and advertising must follow federal and state laws. Requires those who sit for the Illinois real estate managing broker licensing exam to be 20 years of age and have an active real estate brokers license.

**LRE 8175 Managing Broker Pre-License Applied Management and Supervision (1-0) 1 cr.**

Allows students to sit for the Illinois Real Estate Managing Broker License exam along with the completion of the 30-hour Managing Broker Pre-License Topics course. Applies information from the introductory course through case studies and role-playing activities with 15 hours of interactive instruction. Includes all required exam topics including brokerage contract disputes with clients, minimum services activities/problems, team activities, commission disputes in office/co-op office, dual agency disclosure problems and escrow documents. Places a topical emphasis on short sale problems, foreclosure problems, clear title problems, confidentiality problems, ethics problems and internet/social media problems. Requires those who sit for the Illinois real estate managing broker licensing exam to be 20 years of age and have an active real estate broker's license.

**LRE 8176 Real Estate Law - Commercial (3-0) 3 crs.**

Focuses on American commercial real estate law. Instructs about the anatomy of a commercial real estate transaction; the role of a paralegal in a commercial real estate transaction; the importance of title searches and surveys; and the role of leases, easements, and licenses. Reviews the process utilized to obtain commercial real estate mortgages and the role of a paralegal in preparing for a commercial real estate closing. Emphasizes the role of the paralegal in commercial real estate transactions and ethical issues dealing with commercial real estate.

**LRE 8180 15 Hour Leasing Agent Pre-License (1-0) 1 cr.**

Allows students to sit for the Illinois Leasing Agent License Exam. Covers fair housing issues relating to residential leasing, advertising and marketing issues, leases and applications, credit reports, owner-tenant relationships, owner-tenant laws, handling of funds, and environmental issues relating to residential real property. Follows strict state requirements for attendance and examination with a grade of 75% or better. Requires students to be 18 years of age and have a GED or be a high school graduate.