

Real Estate and Green Buildings

Purchasing and Financing Residential Real Estate

This seminar will focus on how to finance and/or refinance residential 1-4 family homes. Individuals will learn about the various loan programs available for financing residential and "fixer-uppers." Credit scores and ratios and their effect on qualifying for loans will be discussed. Instruction will be given on how to make sense of the mortgage process from beginning to end. .6 CEU

Cost: \$79 Blackwood Campus

CE.REL 012-51 2/1 – 2/15

3 sessions M, 7-9 p.m.

CE.REL 012-52 3/8 – 3/22

3 sessions M, 7-9 p.m.

Purchasing Foreclosures and Sheriff Sales

This specialized seminar will assist participants in learning the secrets of Sheriff Sales, Tax Sales, and Mortgage Foreclosures. Specific topics will include learning the "must" steps in sheriff sales, conditions of sheriff sales, and types of properties at sheriff sales. In addition, we will examine REOs (real estate owned properties), negotiating the acquisition of a REO property, and using creative strategies for profits in REOs. A review of pre-foreclosures and procedures will also be included. .6 CEU

Cost: \$79 Blackwood Campus

CE.REL 010-51 2/3 – 2/17

3 sessions W, 7-9 p.m.

CE.REL 010-52 3/10 – 3/24

3 sessions W, 7-9 p.m.

Steps for the Homebuyer

Thinking of buying a home for the first time? Have you not bought one in decades? Learn the steps needed to buy a home and what to expect from your agent. Today's issues and buyer's etiquette will also be discussed while in the buying process.

Cost: \$35 Blackwood Location

CE.REL 014-51 3/2

1 session T, 7-9 p.m.

Real Estate Staging

Real estate staging is the art and science of making a home more inviting and appealing to potential buyers to assist in selling in today's challenging market. You will learn the benefits of preparing your home before listing it. Learn coloring, placement, and organization techniques to highlight the best features of your home. A well staged home will sell in the shortest time for the highest price.

Cost: \$25 Blackwood Campus

CE.ENR 148-51 5/4

1 session T, 6:30-8:30 p.m.

Reverse Mortgages

This course will offer you the opportunity to learn about reverse mortgages from a seasoned professional who understands the fears and needs of senior homeowners in this troubled economy. The course will outline the benefits, pitfalls, and FHA/HUD regulations and safeguards. Learn what you can receive from a reverse mortgage.

Cost: \$35 Blackwood Location

CE.INV 017-51 2/25

1 session R, 6:30-8:30 p.m.

Principles of Green Buildings

The Principles of Green Buildings course is designed to teach an individual in the building, remodeling, or trade industry the principles they must know to make buildings perform more efficiently. It was developed and written in partnership with nationally recognized building science experts from Advanced Energy of North Carolina and is full of scientific facts, pictures, videos, graphics, and text. Everything an individual in the building, remodeling, or trade industry needs to know to make buildings perform more efficiently is introduced in this course. The Principles of Green Buildings course has also been designed to help prepare individuals for various NATE, NARI, BPI, RESNET, and other industry credentials for green building.

See online section for registration details.

Cost: \$595

CE.ONL 465

In-Home Energy Survey Professional

Prepare to become a home energy survey professional. This course presents concepts in Principles of Energy, Energy & Building Shell, Air Leakage, Insulation, Windows & Doors, Water Heating, Lights & Appliances and Health & Safety, Chapter 7 & Appendix A of the RESNET Standards. (Textbook required - Residential Energy by Krigger/Dorsi)

Instructor: R. James Del Grosso AIA, LEED AP

Cost: \$149 Cherry Hill Location

CE.ENR 155-41 2/2 – 2/11

4 sessions T, R, 6-9 p.m.

Energy Auditing

Learn about performing energy audits for residential construction using a whole building system approach. Energy auditing will improve energy efficiency and can give the homeowner, architect or home builder the full benefit of various energy savings measures. Topics presented are approved by RESNET Standards.

Instructor: R. James Del Grosso AIA, LEED AP

Cost: \$75 Cherry Hill Location

CE.ENR 156-41 3/2 – 3/4

2 sessions T, R, 6-9 p.m.

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