

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
CE.REL 012-51
3 sessions
Blackwood Campus
10/5 – 10/19
M, 7-9 p.m.

CE.REL 012-52
3 sessions
11/2 – 11/16
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
CE.REL 010-51
3 sessions
Blackwood Campus
9/16 – 9/30
W, 7-9 p.m.

CE.REL 010-52
3 sessions
10/14 – 10/28
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
CE.REL 014-51
1 session
Blackwood Location
9/29
T, 7-9 p.m.

How to Plan your Home Remodeling Project / Do's & Don'ts and Decisions

Whether your planning to build and addition, remodel your kitchen, add a new bath or remodel your entire home, this seminar can help with practical hands on advice that can save you time, money and headaches. We will walk you through the process with ease. This seminar will touch on topics such as; scope of project, planning and managing a budget, cost versus payback, selecting and working with a professional contractor, managing the job yourself, design and architectural assistance, financing for your project, what to expect in a contract, permits, building codes and zoning, and legal considerations. Instructor: Jay Cipriani

Cost: \$35
CE.ENR 102-51
1 session
Blackwood Campus
9/30
W, 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
CE.ENR 148-51
1 session
Blackwood Campus
9/22
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
CE.INV 017-51
1 session
Blackwood Location
10/15
R, 6:30-8:30 p.m.

Green Remodeling: Why Now?

Go Green Remodeling. Subjects covered in class will discuss how green remodeling projects can provide buyers with lower energy costs and higher value. We will include strategies for incorporating green-building principles into homes without driving up the cost of construction, explain the importance of recycling when planning a project as well as product recommendations for sustainability and healthy living.

Cost: \$35
CE.ENR 151-51
1 session
Blackwood Campus
10/21
W, 7-9 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

Real Estate Sales and Appraisal

OPEN DOORS TO NEW OPPORTUNITIES...

Get Your Real Estate License!

Attend one of our free information sessions presented by Bill Spadea, VP of Executive Recruiting at Weichert Realtors for more information. Topics will include benefits of a real estate license, real estate as a career, real estate in your spare time, management track in real estate, and professional development.

Camden County College Rohrer Center
Rt. 70 & Springdale Road, Cherry Hill, NJ

Monday, August 17 at 2 p.m. or 6:30 p.m.
Wednesday, August 19 at 2 p.m. or 6:30 p.m.
Monday, September 14 at 2 p.m. or 6:30 p.m.
Wednesday, September 16 at 2 p.m. or 6:30 p.m.

Choose the date that's convenient for you and come in to find out about the exciting opportunities in the field of real estate.

REAL ESTATE APPRAISING

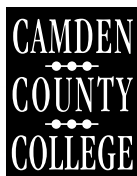
Offering continuing professional education (CPE) for licensed appraisers as well as courses for appraisal licensing

The Department of Continuing Education in association with the National Association of Independent Fee Appraisers (NAIFA) offers educational programs that comply with the state and federal requirements for real estate appraising licensure and certification.

Real Estate Appraising Open House and Information Session

Spend an hour with our program instructors who will be available to discuss the advantages of a career in appraising. Our instructors will be providing information on the pros and cons of the market, the educational requirements for licensure and certification, and the educational program that will help you get started in the field or move up the real estate career path. Courses available will be discussed at the Open House.

Date: September 14, 2009
Location: Cherry Hill, Rohrer Center, Room 202
Time: 6:30 p.m.



Camden County College and Weichert Real Estate School Present Real Estate Salesperson Program

BLACKWOOD CAMPUS LOCATION:

Gabriel E. Danch CIM Center, Room #CIM 216-South,
Peter Cheeseman Rd., Blackwood, NJ 08012 • 856-374-4955

ROHRER/CHERRY HILL LOCATION:

William G. Rohrer Center, Room 202
1889 Route 70 East, Cherry Hill, NJ 08003 • 856-874-6000

FIN-215 Real Estate Sales: This is a basic course in the principles of real estate and includes the study of property interests, contracts, financing titles, deeds and closing, appraising leases, federal laws, NJ statutes and NJ Real Estate Commission rules and regulations. This course is designed to prepare students to sit for the NJ Real Estate Salesperson Examination.

Price: \$349 (Includes Textbook) Classes are offered in Blackwood and Cherry Hill. Please visit our Web site for class schedules.

Because this is a cooperative course, taught in conjunction with Weichert Real Estate School, policies vary from the College's standard policies governing classes:

- This course is not eligible for a tuition waiver (Unemployment, NJ National Guard, Senior Citizen discount, College employees, etc.)
- New Jersey Licensing: An applicant for a NJ real estate salesperson's license must be at least 18 years old and have a high school diploma or GED. A student must pass the 75 hour course, pass the state exam (\$60), and have a NJ broker sponsor their license. The NJ Real Estate Commission will conduct a criminal background check on all Agent candidates.
- Attending this real estate course will not obligate you to become employed with an affiliated Real Estate Broker, nor guarantee you an interview or job with an affiliated Real Estate Broker.
- Payment in full is required at the time of registration. Fee includes textbook, registration and class. Refunds will be issues only if the class is canceled or if the student opts to drop the class at least 5 days before the date that the class is scheduled to begin.

REGISTRATION CONTACT INFORMATION:
856-374-4955 (Blackwood) or 856-874-6007 (Cherry Hill)

***Important Note:** For technical questions regarding New Jersey Real Estate Licensure please call the Weichert Real Estate School directly at 800-544-3000 or www.weichert.com