

Real Estate Sales, Appraisal & Investing

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 **5/11 – 5/18**
3 sessions **M, 7-9 p.m.**

CE.REL 012-52 **6/15 – 6/22**
3 sessions **M, 7-9 p.m.**

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 **5/6 – 5/20**
3 sessions **W, 7-9 p.m.**

CE.REL 010-52 **6/10 – 6/24**
3 sessions **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.

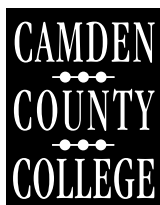
You will learn the benefits of preparing your home before listing it. Learn coloring, placement, and organization techniques to highlight the best features of your home. A well staged home will sell in the shortest time for the highest price.

Cost: \$25 **Blackwood Campus**
CE.ENR 148-51 **6/22**
1 session **M, 6:30-8:30 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,



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