

## ON-DEMAND REAL ESTATE CONTINUING EDUCATION



**If you sign up for 22.5 hrs  
pay just \$149**

- 1. Property Inspection Red Flags** 8.5 hrs \$85  
This course covers: items looked for during a home inspection including roofing, framing, siding, mechanics and more. Students also have an option for one part of the program to focus on any specific segment of the home that they have a particular interest in too.
- 2. Architectural Styles Defined in Buffalo & NY City** 7.5 hrs \$75  
This course reviews all of the various architectural styles found in Western NY including: Beaux-Arts, Gothic Revival, Queen Anne and much more. There is a segment that covers New York City housing and the building of numerous world-famous skyscrapers. A truly enjoyable and informative course!
- 3. Introduction to Appraisal for Better CMA's** 7.5 hrs \$75  
This course reviews the entire appraisal process and shows real estate agents how to do a better market analysis by employing some appraisal techniques into their CMA's. Includes the sales (also known as the market approach), cost and income methods to valuation.
- 4. Green Building Certificate Program** 7.5 hrs \$75  
How we build our homes, both in design and choice of materials is one of the most significant ways we can affect our future. This course covers: using alternative construction methods, ways to minimize waste when building, using bamboo, cork, recycled rubber in residential building, etc.
- 5. Understanding NY's New Home Warranty Laws & Energy Efficient Building** 7.5 hrs \$69  
This course covers the New Home Construction warranty law which governs most new residential construction in NY State. Examples of typical defects and how they are handled with the builder is also provided. The course concludes with a myriad of ideas on how to make your home more energy efficient.
- 6. What to Expect from a Residential Home Inspection** 4.75 hrs \$49  
This course will walk you through an actual home inspection from the exterior perimeter to each of the various levels within the home. Your guides will explain what they're looking for when it comes to the heating system, the roof, mechanics and more.
- 7. Ethics in Your NY Real Estate Practice** 4.5 hrs \$49  
This course will also satisfy your 4 year NAR requirement (and is accepted by numerous realty boards around NYS). Agents have until 12/31/12 to complete an approved Ethics course like this (and must do so once every four years according to NAR membership req.). If you are exempt from CE (because you're a licensed real estate Broker with 15 yrs. of continuous licensure - you'll only need 2.5 hrs of the program and pay a reduced price of \$25). Coupons & discounts are not valid for this course alone!
- 8. Fair Housing in New York** 3.5 hrs \$35  
This course will satisfy your 2 yr requirement for NYS that affects all non-exempt licensees who renew after 7/1/2008. As an ADDED BONUS and to reward you for your loyalty to the school, we will deduct \$7 from future registrations to this class (if you come back every 2 years to do this (or our online version) Fair Housing course. For example, in 2 yrs, you pay \$28, then, \$21 and eventually it's FREE ! Of course coupons and other bundled discounts will not qualify for this course if later taken alone or you skip an education cycle.

### **Erie County location:**

**2304 Wehrle Drive** (on the Williamsville/Cheektowaga border)

From Transit Road, head west on Wehrle Drive and we're about 2 minutes down on the right-hand side of Wehrle (well before ECC North Campus and before Spindrift). From Main Street (west of Transit), turn right on Oakwood to Wehrle, then make a quick right and another quick right into our parking lot.