

# SALESPERSON/BROKERS (RESB1-CE)

## RESB1-CE 9105 New York Landlord/Tenant Law (0 Credits)

This 22.5-hour real estate salesperson's and broker's continuing education module covers city and state laws concerning both residential and nonresidential tenancies in New York. Learn the legal rights, obligations, and liabilities of owners and tenants. Find out how to analyze lease provisions of rent-regulated apartments and commercial properties. Discuss the terms of terminating the landlord-tenant relationship, including legal proceedings as well as applicable statutes, laws, and duties imposed by emerging case law.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9106 Commercial Real Estate Finance: Trends and Outlook (0 Credits)

This 22.5-hour real estate salesperson's and broker's continuing education module covers the financing of income-producing properties and portfolios, reviewing mortgages, underwriting techniques, and structures. Topics include conventional, participating, and wraparound loans; construction financing; commercial mortgage-backed securities (CMBS); Wall Street investment funds; REITs; government agency financing; sale-leasebacks; equity investments; and joint ventures. The course includes three hours on fair housing for licensees.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9108 Understanding and Negotiating Office and Retail Leases-22.5 Hours (0 Credits)

Gain a solid understanding of the array of legal and business issues that face landlords and tenants entering into office and retail leases in this 22.5-hour New York salesperson's and broker's continuing education module. Topics include key legal clauses including, but not limited to, real estate taxes, escalations, electricity, tenant options, assignment and subletting, insurance, security deposit, and construction issues. Attendees will have the opportunity to enhance their negotiation skills with respect to commercial leases.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9109 New York City Residential Market Update (0 Credits)

In this New York State-approved 22.5-hour continuing education module for salespersons and brokers, enhance your knowledge of current and emerging issues and trends in the New York City residential market, including sales activity, financing requirements and options, short sales and foreclosures, and fair housing and ethics.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9110 NYS Real Estate Continuing Education Course: Retail Leasing and Required Modules (3 Credits)

This 22.5-hour real estate salesperson's and broker's continuing education course includes the NYS Department of Licensing mandatory modules listed below as well as covering topics of selection of a retail leasing brokerage firm, the mechanics of retail leasing, marketing strategies for landlords, tenant representation, and legal agreements:

- 3 hours of Fair Housing

2.5 hours of Ethical Business Practices

1 hour of Recent Legal Matters

2 hours of Law of Agency

2 hours Cultural Competency

2 hours Implicit Bias

Note:

Registering at least two weeks prior to the start of the course date is highly recommended. Popular classes fill up quickly and more specialized classes need sufficient enrollment.

For general information about this course, please call 212-992-3336 or email [sps.realestate@nyu.edu](mailto:sps.realestate@nyu.edu).

If you are registered for an online course and are not able to access/view your course in Brightspace, please note the following: It may take at least 24 hours from the time you registered for your information to be transferred into Brightspace.

New students registering two days or LESS before the start date of the course may experience delayed access. For additional technical support, contact the [IT Service Desk](http://www.nyu.edu/its/askits/helpdesk) (available 24/7/365) at [212-998-3333](tel:212-998-3333) or [AskITS@nyu.edu](mailto:AskITS@nyu.edu).

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9111 Current Issues in Real Estate-22.5 Hours (0 Credits)

This 22.5-hour real estate salespersons and brokers continuing education module covers the laws and regulations that impact fiduciary relationships, principal and third party obligations, commissions, disclosure, human rights, fair housing, land use, zoning, landmarks, floor area ratio (FAR), nonconforming use, grandfathering, eminent domain, highest and best use, fair market value, environmental issues, real estate taxes, rent regulation, and 421(a).

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## RESB1-CE 9112 New York Real Estate Salesperson's and Broker's 22.5-hour Continuing Education Course: Online Learning (0 Credits)

Topics in this online, 22.5-hour real estate salesperson's and broker's continuing education module include property management; risk management; real estate finance; foreclosures and short sales; environmental issues, including mold; and fair housing and civil rights. Students are required to sign in at each online session to receive credit. Students may register and begin the course at any time, but coursework must be completed by the end date of the course.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9157 Managing Residential Property-22.5 Hours (0 Credits)**

In this fully online 22.5-hour continuing education module, gain the skills necessary to professionally and profitably manage residential properties, including rentals, condominiums, cooperatives, townhouses, planned unit developments, mixed-use properties, staff housing, and government-assisted housing. Topics include the management agreement and plan; obligations of principal and agent; agent compensation; hiring administrative, maintenance, and security staff; renting and selling units; leases, proprietary leases, and title transfers; accounts receivable; accounts payable; maintenance and security; government-subsidized housing; tenant associations; boards of directors; and boards of managers. <i>Students must sign in to each online session to receive credit. Students may register and begin the course at any time, but coursework must be completed by the end date of the course. </i>

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9503 New York Real Estate Salesperson's Course (10 Credits)**

Prepare for the New York State Real Estate Salesperson's Licensing Examination with this mandatory license-qualifying course. Topics include license law and regulations, law of agency, real estate instruments, estates and interests, real estate financing, and land use regulations. It provides an introduction to construction, valuation, human rights issues, fair housing law, real estate mathematics, and environmental issues.

Students must register for this class using their full legal name as it appears on their government issued identification.

Note: Registering at least two weeks prior to the start of the course date is highly recommended. Popular classes fill up quickly and more specialized classes need sufficient enrollment.

For general information about this course, please call 212-992-3336 or email [sps.realestate@nyu.edu](mailto:sps.realestate@nyu.edu). If you are registered for an online course and are not able to access/view your course in Brightspace, please note the following: You may take at least 24 hours from the time you registered for your information to be transferred into Brightspace.

New students registering two days or LESS before the start date of the course may experience delayed access.

For additional technical support, contact the IT Service Desk (available 24/7/365) at 212-998-3333 or [AskITS@nyu.edu](mailto:AskITS@nyu.edu).

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9504 New York Real Estate Salesperson's Course: Online Learning (0 Credits)**

This New York real estate salesperson's license-qualifying course allows students to complete the mandatory 75 hours through online instruction. Students meet online for the entire course except for the final exam which is held in-class at our 42nd Street location. Topics include law of agency, license law and regulations, real estate instruments, estates and interests, real estate financing, land use regulations, valuation, an introduction to construction, human rights issues, fair housing law, real estate mathematics, and environmental issues.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9506 New York Real Estate Salesperson's Course: Weekend Hybrid Learning (1 Credit)**

Through classroom and online instruction, this course offers a convenient way to complete the 75-hour salesperson's license-qualifying course without having to take time off from your busy work week. Students meet three weekends on campus and complete the remaining 30 hours of course material online. The online course component must be completed by the end date of the course. Topics include license law and regulations; law of agency; real estate instruments; estates and interests; and real estate finance, land use regulations, construction, human rights, and fair housing law. For more information, e-mail [scps.realestate@nyu.edu](mailto:scps.realestate@nyu.edu).

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9601 New York Real Estate Broker's Course (5 Credits)**

Completion of this 45-hour course, together with the 75-hour New York Real Estate Salesperson's Course is required to apply for a New York State real estate broker's license. Topics include management and supervision of a real estate office, real estate agency disclosure, real estate financing and investment, property management, general business law, conveyance of real property, construction and development, taxes and assessments, title closings and costs, and local concerns.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9609 Real Estate Salesperson's and Broker's 22.5-Hour Continuing Education Course (3 Credits)**

This New York State-approved course enables real estate salespersons and brokers to complete their required 22.5 hours of continuing education over seven evenings. Register for the course section you wish to attend: Sections 1, 2, and 3 are spaced out over seven weeks, while Sections 4, 5, and 6 offer an accelerated option for those who need the hours sooner. Topics include retail leasing, landlord/tenant law, real estate finance, residential real estate update, real estate transactions, and fair housing. Please contact the program office at [sps.realestate@nyu.edu](mailto:sps.realestate@nyu.edu) or 212-992-3336 with questions.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9705 Fair Housing and Civil Rights (0 Credits)**

This 7.5-hour real estate salesperson's and broker's continuing education module covers federal, state, and city laws that guarantee persons the right to buy, sell, lease, hold, and convey property without discrimination on the basis of race, color, religion, gender, sexual preference, or national origin. Learn the genesis of fair housing complaints and lawsuits, who is protected under anti-discrimination laws—and who must follow them—as well as the legal remedies and penalties for violations. Rules pertaining to real estate advertising, and the special rights of the disabled to physical modifications and reasonable accommodations, are also covered.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9707 New York Real Estate Salesperson's Course: Online (9 Credits)**

This instructor-led New York Real Estate Salesperson's License-qualifying course allows you to complete the mandatory 75 hours through online instruction. Meet online for the entire course except the final exam, which is given in person at the NYU Midtown Center at 42nd Street. Topics include law of agency, license law and regulations, real estate instruments, estates and interests, real estate financing, land use regulations, valuation, an introduction to construction, human rights issues, fair housing law, real estate mathematics, and environmental issues.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9709 New York Real Estate Broker's Course: Online (5 Credits)**

This instructor-led New York Real Estate Broker's License-qualifying course allows you to complete the mandatory 45 hours through online instruction. Meet online for the entire course except the final exam, which is given in person at the NYU Midtown Center at 42nd Street. Topics include management and supervision of a real estate office, real estate agency disclosure, real estate financing and investment, property management, general business law, conveyance of real property, construction and development, taxes and assessments, title closings and costs, and local concerns.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**RESB1-CE 9809 Real Estate Salesperson's and Broker's 22.5-Hour Continuing Education Course (3 Credits)**

This New York State-approved course enables real estate salespersons and brokers to complete their required 22.5 hours of continuing education over seven evenings. Topics include retail leasing, landlord/tenant law, real estate finance, residential real estate update, real estate transactions, and fair housing. Please contact the program office at [sps.realestate@nyu.edu](mailto:sps.realestate@nyu.edu) or 212-992-3336 with questions.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes