



# Real Estate

The classes offered at Penn State Fayette are designed for people who are preparing to take the salesperson examination offered by the Pennsylvania Real Estate Commission, as well as those employed or seeking employment in real estate-related organizations including title search, appraisal, and mortgage companies. The salesperson examination requires applicants to demonstrate an understanding of laws, rules, and other aspects of real estate practice. To qualify to sit for the examinations, applicants must complete 75 hours of basic real estate courses from an accredited college or an approved real estate education provider in this Commonwealth. Completion of these two salesperson courses fulfills requirements to sit for the Real Estate Salesperson Licensing Exam. It is highly recommended that these two courses be taken concurrently. All applicants must contact PSI Exams prior to applying for licensure in order to register for, sit for, and pass the examination.

**Classes will be held at Penn State Fayette, The Eberly Campus, Corporate Training Center Room 116 Eberly.**

**Cost: \$700.00 (350 per course)**

Textbook not included in fee, cost of book is \$39.10. Books are available at Penn State Bookstore. 724-430-4180 or email [dcm160@psu.edu](mailto:dcm160@psu.edu).

Textbook will cover both the Fundamentals and Practice courses.

\*PA Real Estate exam fee not included in price.

**Register online at [fayette.psu.edu/ce](http://fayette.psu.edu/ce) or contact Melissa Brownfield for registration packet: [mrb370@psu.edu](mailto:mrb370@psu.edu) 724-430-4211**

## **Required courses:**

### **Real Estate Fundamentals (30 hours)**

**Description:** To provide the student with a basic foundation for additional study and to support the practice of real estate in Pennsylvania. This course is designed to acquaint the student with the language, principles, and laws that govern the business of real estate. Emphasis is on the underlying concepts of land, property, rights in the realty, and the means, methods, and laws that govern the conveyance of these rights.

**Date/Time:** Beginning February 22, 2022. Classes will meet every Tuesday from 6:00 to 9:00 p.m. through April 26, 2022.

### **Real Estate Practice (45 hours)**

**Description:** To provide the student with an introduction to all facets of the real estate business including a survey of fields of specialization. Emphasis is on the role of the real estate agent in the field of residential brokerage. This course is designed to acquaint the student with the basic techniques, procedures, regulations, and ethics involved in a real estate transaction, along with a working knowledge of the forms and documents used, including the related mathematics.

**Date/Time:** Beginning February 23, 2022. Classes will meet every Wednesday from 6:00 to 9:00 p.m. through May 17, 2022.

This publication is available in alternative media on request.

Penn State encourages qualified persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions, contact Jennifer Anto at 724-430-4137. Penn State is an equal opportunity, affirmative action employer, and is committed to providing employment opportunities to all qualified applicants without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability or protected veteran status. . U.Ed. 22-088