

Section 176.4(b) is amended as follows:

(b) an approved real estate broker's course

Before enrolling a student into an approved broker's course, the education coordinator must be provided with evidence of a signed statement from the student indicating that he/she has successfully completed the salesperson's course. Proof of the student's completion of the prerequisite course must be kept on file by the education coordinator. The following are the required subjects to be included in the course of study in real estate for licensure as a real estate broker and the required number of hours to be devoted to each subject:

Broker's Course Subject Matter	Hours
[Broker's office--operation, management and supervision	10
Real estate agency disclosure (review)	4
General Business Law	5
Real estate finance II	5
Real estate investment	5
Real property management	5
Conveyance of real property and title closing and costs (review)	3
Construction and development	4
Taxes and assessments	2
Local concerns ^{a1}	2]

<u>Agency Law, License Law and Operating a Real Estate Office.....</u>	<u>16 hours</u>
<u>Real Estate Finance.....</u>	<u>2 hours</u>
<u>Real Property Investment.....</u>	<u>4 hours</u>
<u>General Business Law.....</u>	<u>3 hours</u>
<u>Construction and Development.....</u>	<u>3 hours</u>
<u>Conveyance of Real Property.....</u>	<u>1 hour</u>
<u>Real Property Management.....</u>	<u>4 hours</u>
<u>Taxes and Assessments.....</u>	<u>1 hour</u>
<u>Advanced Fair Housing and Fair Lending.....</u>	<u>3 hours</u>
<u>Achieving Transactional Agreements through Transaction Analysis.....</u>	<u>6 hours</u>
<u>Local Issues and Concerns *</u>	<u>2 hours</u>
· Cease and desist regulations	
· Nonsolicitation orders	
· Illegal entities/conversions	
· Rent regulations (rent control, rent stabilization)	
· Farm land	
· Forestry	
· Sign ordinances	
· Zoning	
· Waterfront property	
· Wetlands/restrictions	
· Environment problems in an area	
· <u>Role of real estate professionals in the community</u>	
· <u>Property values impact on the economy</u>	
· <u>Impact of government on property values</u>	
Instruction	45 hours
Final examination	3 hours
	48 hours

[a1]*_Program coordinators are not limited to these topics. They must, however, submit an outline and learning objectives for the two hours that will be presented to students. The outline and learning objectives must explain how local issues and concerns impact property values.

All approved instructors must use this course syllabus in conducting their program.