

# Stewart Academy

# Real Estate Course Catalog



## STATE REQUIRED REALTOR CLASSES

<b>L.A.R.R.C.</b> Required once every two years.	The Law and Rule Required Course (LARRC) required by ORS 696.174 and OAR 863-020-0010 for renewal of a real estate license is developed by the board.
<b>Code of Ethics</b>	REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

## ESCROW CLASSES

Featured presenters: Jan Mann, Valeria Telesco, and Nina Dodd (Stewart Title)

<b>Reading &amp; Understanding Preliminary Title Report:</b>	Standard clauses vs. red flag items. Taking the time to understand the title report will set you apart in the real estate community.
<b>Probate in the Real Estate Transaction</b>	What it is, FAQ's, small estate probate, transfer on death deed, lack of probate.

## FINANCE CLASSES

Featured presenters: Rodd Miller (Pacific Residential Mortgage); Jeff Foody (NW Reverse Mtg); Pam Harkin (Tax Minimizers)

<b>Reverse Mortgage for Purchase</b>	What is a reverse mortgage, types, qualifications, underwriting process.
<b>First Time Homebuyer</b>	Increasing affordability & maximizing pre-approved amount. Class instructed by Vince Kingston (Guild Mortgage)
<b>Investment Strategies and ADU Financing</b>	Creating & preserving generational wealth. Class instructed by Vince Kingston (Guild Mortgage)

## TECHNOLOGY CLASSES (some may be non-CE eligible)

Featured presenters: Melanie Huff (RMLS)

<b>Beginner's Guide to RMLS, RPR &amp; Zip Forms</b>	An accelerated walk through all 3 programs that are essential for newer agents.
<b>Zip Forms</b>	Easier than you think.
<b>RPR® (Realtor Property Resource)</b>	This is a Realtor® only website that is nationwide and works with the local MLS to bring MLS data as well as public data to one place. You can view listing information, tax records, run different reports and create custom CMA's. The CMA tool is impressive and will impress your client's.
<b>RMLSweb</b>	Need help with anything in RMLSweb? CMA? Prospecting & mapping? Listing load? Learn how to use it all!

## PROPERTY VALUATION CLASSES

Featured presenters: Lynn Longfellow (Clackamas County)

- Oregon Property Tax System
- Measure 50 and Measure 5
- How New Construction is Valued & Assessed
- Farm & Forest Special Assessment
- Omitted Property

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### SAFE SHOWINGS WORKSHOP (Non-CE eligible)

Featured presenters: Yonty Urrutia (K1 Risk Management Services) & Nicole Saleeby (Always Be Heard)

<b>**Realtor Safety</b>	Safe showings, situational awareness, self-defense options, firearm safety, laws regarding firearms, preparedness, conceal carry in the real estate world. Class instructed by Yonty Urrutia
<b>Open House Safety</b>	Situational awareness, having a plan and muscle memory, ensure the home is staged for protection. Class instructed by Nicole Saleeby

### MARKETING CLASSES (May be non-CE eligible)

Featured presenters: Michelle Austin, Derek Lockett (Stewart Title)

<b>How to "Farm"</b>	Creating new business leads and learning cost effective ways to market to them.
<b>Maximizing Your Marketing Presence</b>	Learn about some of the many ways you can inexpensively maximize your marketing presence. We will go through some social media platforms; video and even using personalized messages as a way to market.

### GREEN MARKETING CLASSES

Featured presenters: Earth Advantage

<b>Anatomy Of A Green Home</b>	Provide you with an understanding of what goes into the 5 pillars of any green home energy efficiency, water conservation, healthy indoor air quality, responsible material use and land stewardship-and will help you articulate the benefits of buying of up-grading to a "green home" to your clients.
<b>Millennials And Smart Homes Are Changing Real Estate</b>	What are the top priorities of this consumer segment and how will the real estate market need to adapt to meet these demands? This is 1.5 hour course will answer these questions by providing real estate brokers with the most recent data on Millennials, their buying preferences, their approach to "green" and high performance, and their impact on the real estate market.
<b>How Homebuyers Ask For Green (Without Saying A Word)</b>	Learn the different ways homebuyers can find/create a green home, learn the most important homebuyer "desires" to focus on, learn how to market yourself to homebuyers as a green professional.

### INSPECTION CLASSES

Featured presenters: Chris Livingston (Pillar to Post)

- Radon Gas
- Inspection Red Flags
- Inspecting New Construction
- Energy Audits (Home Energy Audits)
- Fireplaces
- Renovate, Repair, Remodel
- Styles of Homes the RMLS Way
- Septic Systems & Wells
- New Technologies For Homes
- Common Home Defects
- Mold Education & Risk Management
- Handling the Emotional Dynamics of Home Inspections
- Carbon Monoxide: Dangers, causes, prevention, lawful requirements

\*\*May be course fee involved. Contact your Business Development Manager with questions

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### 1031 and INVESTMENTS CLASS (OR and WA)

Featured presenters: Kristine Yu (Asset Preservation) and Scott Saunders (Asset Preservation)

We offer informational and clock-hour classes in OR and WA.

<b>The Power of Exchange</b>	High-level overview on 1031 tax-deferred exchanges covering the background, elements of an exchange, how to calculate tax exposure, requirements and strategies.
<b>Advance Exchange Strategies</b>	Covers 1031 Exchange basics and the different types of exchanges – reverse and improvement, partnership and LLC issues, creative like-kind properties and more.
<b>Advance Tax Strategies</b>	Covers how Section 1031 and Section 121 Exclusion helps clients combine investments and primary homes.
<b>Farm for Investor Listings Using 1031 Exchange</b>	Geared toward real estate brokers, this course teaches how to generate investor leads using Stewart Title's Forever Farm tool, how to find more clients using proven farming strategies and why clients should consider a 1031 Exchange. Includes an overview of 1031 Exchanges and a live demonstration of Forever Farm.
<b>1031 Exchange for Land Transactions &amp; Beyond</b>	A basic 1031 Exchange overview geared toward land investors.

For a schedule of classes, please contact Kristine Yu (833) 789-1031 or Kristine@APIExchange.com

Please contact me for more information.



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 <Division>  
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 <Email>  
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