

Stewart Academy

Real Estate Course Catalog



STATE REQUIRED REALTOR CLASSES

L.A.R.R.C. 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.
Code of Ethics	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)

Reading & Understanding Preliminary Title Report:	Standard clauses vs. red flag items. Taking the time to understand the title report will set you apart in the real estate community.
Probate in the Real Estate Transaction	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)

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

TECHNOLOGY CLASSES (some may be non-CE eligible)

Featured presenters: Melanie Huff (RMLS)

Beginner's Guide to RMLS, RPR & Zip Forms	An accelerated walk through all 3 programs that are essential for newer agents.
Zip Forms	Easier than you think.
RPR® (Realtor Property Resource)	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.
RMLSweb	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)

**Realtor Safety	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
Open House Safety	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)

How to "Farm"	Creating new business leads and learning cost effective ways to market to them.
Maximizing Your Marketing Presence	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

Anatomy Of A Green Home	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.
Millennials And Smart Homes Are Changing Real Estate	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.
How Homebuyers Ask For Green (Without Saying A Word)	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 CLASSES

Featured presenters: Tojja Beutler, (Asset Preservation), Attorney Beutler Exchange Group LLC

Tax Deferred Exchanges	Basic concepts of this powerful tax-saving tool, covers background of exchanges, exchange variations, requirements and strategies.
Advanced Exchange Strategies	Beyond the basics, covers reverse and construction exchanges, partnership and LLC issues and strategies.
Exchange Strategies	Strategies for Investors and brokers using tax deferred strategies in a changing market.
Real Estate Investments for Your IRA	Covers different types of retirement accounts, the basics of real estate investments in retirement accounts and distribution strategies.
1031 Dessert	No 1031 rules, Just dessert! 20+ stories illustrating the personal and business goals that can be achieved with 1031 exchanges. Yum!
Overview of the Primary Residence Rules	The basics and tax updates relating to the capital gains on the sale of a primary residence.
IRA Funds for RE Investment	
Opportunities for Investors on the Move	Learn about cash flow, leverage, interest deductions, mortgage paydown, depreciation and more!

Please contact us for more information.

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