

2022 Course Catalog

Edition 4



In Real Estate, Comps Determine Value

COMPS ACADEMY
Real Estate School
EST. 2018

SC & NC Approved
Education Provider

**We serve the entire
state of SC & NC**

Virtual Office Locations:

Charlotte, NC

Rock Hill, SC

North Charleston, SC - coming soon

Info@CompsAcademy.com

www.CompsAcademy.com

800-941-2130

OUR VISION

Comps Academy Real Estate School recognizes the need for relevant educational experiences that support students and agents success in a constantly changing real estate market. Our friendly instructors bring their vast real estate experiences into the classroom which offers students timely industry news, market trends, and proven field strategies. Our helpful staff, knowledgeable instructors, and smaller class sizes create an excellent learning environment that enhances our students' success.

Give us a call today at 800-941-2130!

OUR INSTRUCTOR



Vonnie is a reputable Realtor with over her 18 years of real estate experience. She enjoys empowering others, therefore, she became a certified real estate instructor. In this role, she shares her knowledge to prepare and develop more future real estate leaders.

NO STUDENT SHALL BE DENIED ADMISSION ON THE BASIS OF AGE, SEX, RACE, COLOR, NATIONAL ORIGIN, FAMILIAL STATUS, HANDICAPPING CONDITION, OR RELIGION

STUDENT CONDUCT

Students are expected to conduct themselves in a professional and respectful manner. Dress may be comfortable but pajamas are not allowed. Dismissal without recourse will be imposed for behavior that, in the sole judgment of the instructor or staff, reflects negatively on Comps Academy Real Estate School.

Any student suspected of cheating will be reported to the SC Real Estate Commission. Exams are confidential and will not be accessible to students for review after they have been graded.

COURSE EVALUATIONS

End of course surveys are to be given to all students. Generally in classes with a final exam, instructors will find that the administrative staff has already included surveys in the final exam packets.

In classes without a final exam, students will have been given a survey with the course handouts at the beginning of class. We thank our students for sharing their feedback because we will use them to make our future classes even more successful.

OUR POLICY & PROCEDURE

Attendance Requirements:

The South Carolina Real Estate Commission and COMPS Academy require that you attend ALL SESSIONS before you can take the COMPS Exam and earn a certificate. NO PARTIAL CREDIT will be given for any class. **If a student misses any part of a session, the missed session can be made up by watching a video recording or during another regularly scheduled class.** If for any reason a class can not be held as scheduled, students will be notified, and a make-up class will be held as soon as practical. If for some reason a class is cancelled after it starts, students will be eligible to attend the next scheduled class at 50% of the charge. **Students must successfully complete coursework including final exams within four months from their last scheduled course date or will be subject to pay the full tuition.**

School Holidays:

No courses will be offered on major holidays. Observed holidays include: Christmas Eve, Christmas Day, New Years Day, Easter, Memorial Day, Fourth of July, Labor Day, Thanksgiving Day and the day afterwards

Grading:

For the Sales and Broker B exams, a multiple-choice exam covering both National and State laws. The Property Management Course exam is multiple-choice questions. A passing grade of 70% is required on each portion of the exams. If you fail any portion of the academy exam, then you are given ONLY ONE make-up exam free of charge but a \$25 fee will be assessed if online proctoring is required. If you fail the make-up exam, then you would be required to pay a \$250 administrative fee and retake the class again before taking another makeup exam. A maximum of two additional retake exams and NO further retakes will be given under any circumstances. MCE & Broker A classes are graded on the student participating 100% in all class activities. COMPS Academy may offer courses other than these mentioned to which these rules may not apply.

REFUND/CANCELLATION POLICY:

Refund/cancellation requests will be accepted up to 24 hours before the scheduled class and only 80% of the course fee will be refund. If you do not cancel, you will be charged full tuition. These requests must be made in writing and either postmarked or presented in person 48 hours in advance to COMPS Academy. Refunds will not be processed for persons who have attended any portion of the course. Refunds will be processed without request for any classes cancelled by the academy. Refunds will be made within two weeks of request. If changes are requested within 24 hours prior to class, fees may be transferred to another class.



OUR CALENDAR

We observe All Major
and Federal Holidays.

SC Pre-Licensing **Tuition: \$480**

Books are NOT ncluded with classes.

60 hour course provides an introduction to real estate and preparation for the South Carolina real estate exam. Must be at least 18 years of age to register.

Dates	Days	Times
Jan 24 - Feb 4	Mon - Fri	9 am - 3:30 pm
Jan 25 - Mar 31	Tues & Thurs	6 pm - 9 pm
Mar 28 - Apr 8	Mon - Fri	9 am - 3:30 pm
July 18 - July 29	Mon - Fri	9 am - 3:30 pm
Aug 30 - Nov 3	Tues & Thurs	6 pm - 9 pm
Sept 12 - Sept 29	Mon - Fri	9 am - 3:30 pm

SC Advanced Principles

Tuition: \$295

Books are included with classes.

An additional 30 hours of education is required to obtain a sales license. Must be at least 18 years of age to register.

Dates	Days	Times
Feb 14 - Feb18	Mon - Fri	9 am - 3:30 pm
Apr 25 - Apr 29	Mon - Fri	9 am - 3:30 pm
Apr 26 - May 26	Tues & Thurs	6 pm - 9 pm
Aug 8 - Aug 12	Mon - Fri	9 am - 3:30 pm
Oct 10 - Oct 13	Mon - Fri	9 am - 3:30 pm



Online NC & SC Pre-Licensing

Tuition Starts: \$425

Books and Taxes are NOT included

Complete your 75-hour North Carolina or 90-hour South Carolina licensing courses around your schedule. Must be at least 18 years of age to register. Students have access to the online materials up to six months. Upon successful completion of the course, Comps will issue student's certificate

Online Advanced Principles

Tuition: \$250

Books and Taxes are NOT included

Students can complete their 30 hour Advanced Principles course before or after completing their South Carolina real estate exams. Must be at least 18 years of age to register. Students have access to the online materials up to six months. Upon successful completion of the course, Comps Academy will issue student's certificate

Online Post Licensing

Tuition: \$190

Books and Taxes are NOT included

Provisional Brokers must complete an additional 90 hours of Post Licensing courses, 301, 302, & 303, within 18 months from initial licensure to obtain a full NC Broker license. Students must already be licensed before they may enroll in post-licensing courses. The North Carolina Real Estate Commission will not grant post-licensing credit to students who started post-licensing courses before they received their real estate license.

SC Property Manager

Tuition: \$275

Books are NOT included with classes.

30 hours of education is required to obtain a property manager license. It covers such topics as leases, license law, landlord-tenant relationships, and fair housing laws. Must be at least 18 years of age to register.

Dates

Days

Times

May 2 - May 6

Mon - Fri

9 am - 3:30 pm

Aug 22 - Aug 26

Mon - Fri

9 am - 3:30 pm

SC Broker A

Tuition: \$275

Books are NOT included

30 hour course on brokerage management focusing upon establishing and maintaining a real estate office. It includes topics such as risk reduction, ethics, marketing, short and long range planning, policy manual development, insurance, trust accounts, budgeting and finance.

Dates

Days

Times

TBD

Mon - Fri

9 am - 3:30 pm

Mon - Fri

9 am - 3:30 pm

SC Broker B

Tuition: \$275

Books are NOT included

30 hour exam preparation course for broker licensing. It includes topics such as agency, contracts, finance, appraisal, real property law, license law, federal and state laws and math

Dates

Days

Times

TBD

Mon - Fri

9 am - 3:30 pm

Mon - Fri

9 am - 3:30 pm



Provisional Brokers must complete an additional 90 hours of Post Licensing courses, Post 301, 302, & 303, within 18 months from initial licensure to obtain a full NC Broker license

NC Post License 301

Tuition: \$225

Books are included with classes.

Topics addressed in this course include: a review of agency relationships in real estate residential and commercial sales and commercial property management transactions, a real estate broker's legal duties to clients and customers, a step-by-step review and discussion of the functions and more

Dates	Days	Times
Mar 14 -- Mar 23	Mon & Wed	8:30 am - 4:30 pm

NC Post License 302

Tuition: \$225

Books and Taxes are NOT included

Topics addressed in this course include: selected basic contract law concepts, real estate sales contract preparation, sales contract procedures, buyer's due diligence, closing procedures, Real Estate Settlement Procedures Act, & more

Dates	Days	Times
May 16 - May 25	Mon & Wed	8:30 am - 4:30 pm

NC Post License 303

Tuition: \$225

Books and Taxes are NOT included

Topics addressed in this course include: general North Carolina licensing requirements, brokerage compensation issues, the disciplinary process, specialized types of real estate, property management in NC, and miscellaneous NC laws and legal concepts

Dates	Days	Times
Aug 16 - Aug 25	Tues & Thurs	8:30 am - 4:30 pm

SC Core Continuing Education Courses Tuition: \$45

Books are included

A Walk Through The Law

4-Hr Core

State required covering the relevant information for staying up to date on real estate license law.

Dates

Days

Times

This course is also available as a self pace course

March 9	Wednesday	8:30 am - 12:30 pm
April 14	Thursday	1:15 pm - 5:15 pm
May 11	Wednesday	8:30 am - 12:30 pm

NC Core Continuing Education Courses Tuition: \$45

Books are included

GenUp

4-Hr Core

For brokers who DO NOT HAVE BIC Eligible Status, four (4) of the required CE credit hours must be obtained by completing the General Update course prescribed by the Commission. The subject matter of this course will be changed by the Commission each license year.

Dates

Days

Times

March 7	Monday	1:15 pm - 5:15 pm
May 9	Monday	8:30 am - 12:30 pm
June 6	Monday	8:30 am - 12:30 pm

BicUp

4-Hr Core

For brokers who HAVE BIC Eligible Status, four (4) of the required CE credit hours must be obtained by completing the Broker-in-Charge Update (BICUP) course each license period.

Dates

Days

Times

April 12	Tuesday	8:30 am - 12:30 pm
June 6	Monday	1:15 pm - 5:15 pm



Elective Continuing Education Courses

Dual Credit for North Carolina & South Carolina

Tuition: \$45

Books are included

Everyday Ethics

Dual 4-Hr Elective

Provides the latest information from the Code of Ethics and Standards of Practice of the NAR

Dates	Days	Times
April 12	Tuesday	1:15 pm - 5:15 pm
April 14	Thursday	8:30 am - 12:30 pm
May 11	Wednesday	1:15 pm - 5:15 pm

Real Estate Finance Today

Dual 4-Hr Elective

In a changing financial landscape with new real estate reporting requirements, this course offers an invaluable resource for real estate professionals practicing in several different fields.

Dates	Days	Times
March 7	Monday	8:30 am - 12:30 pm
March 9	Wednesday	1:15 pm - 5:15 pm
May 9	Monday	1:15 pm - 5:15 pm

Online Continuing Education

Hours & Price Varies

Online courses may only be taken to satisfy the Commission's continuing education requirements. Upon successful completion, Comps Academy will issue student's certificate.



Continuing Education Courses

Tuition: \$45

Books are included

A Walk Through The Law

4-Hr Core

State required covering the relevant information for staying up to date on real estate license law.

Property Management -Managing Risk

4-Hr Elective

Learn to Managing Owner and Tenant Relations, Managing Leases, Managing Residential Property, Managing Life Safety

Commercial & InvestmentReal Estate

4-Hr Elective

Learn how to evaluate commercial properties, calculate cash flows, and negotiate capital gains taxes and 1031 exchanges.

Red Flags : Proprty Inspection Guide

4-Hr Elective

This course offers updated information for agent inspection properties. Topics include asbestos, hazardous vegetation, stuctural problems, environmental hazards.

Foreclosures, Short Sales, REOs & Auctions

4-Hr Elective

Hot topics in today's market: foreclosures, short sales, REOs, and auctions.

Broker In Charge

BIC 4-Hr Core

Brokers in Charge are required to complete this course

Real Estate & Taxes

4-Hr Elective

This title has been thoroughly updated to include these new real estate tax provisions.

Everyday Ethics

4-Hr Elective

Provides the latest information from the Code of Ethics and Standards of Practice of the NAR

Online Continuing Education

Hours & Price Varies

Online courses may only be taken to satisfy the Commission's continuing education requirements. Upon successful completion, Comps Academy will issue student's certificate.

