



2022

COURSE CATALOG

YOUR SOURCE FOR ALL
REAL ESTATE EDUCATION

 **Key Realty School**
by Colibri Real Estate

A large, stylized leaf graphic in a light teal color, positioned diagonally across the page. It has several pointed lobes and a central vein structure.

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Real Estate Pre-Licensing Education

The real estate licensing education covers 4 subjects: Realty and Personal Property, Agency and Federal Laws, Finance and Appraisal, and State Law.

Classroom/Livestream

* See website for tuition. Materials included. Physical classroom and livestream options available.

Each subject is broken down into daily segments Monday through Friday of classroom instruction with a new subject beginning every Monday. Students can begin their real estate classroom education on any Monday. We offer classes in the morning (**9.00 am to 1.30 pm**) and in the evening (**6.00 pm to 10.30 pm**). Students can choose any ONE of the following options for attending the classroom:

4 Week Traditional: Student chooses EITHER the morning or evening class and attends the course for 4 weeks to learn all four of the educational subjects required.

2 Week Accelerated: Student attends BOTH morning and evening class and learns all four of the educational subjects required in 2 weeks.

1 Week Cram: Student attends BOTH morning and evening class to learn the most difficult subjects (Realty and Personal Property/State Law). Student then studies the two remaining subjects (Finance and Appraisal/Agency and Federal Laws) through home study.

Flex Schedule: This is available for everyone. Student is not required to check in or out, and may attend class anytime during the scheduled times. Arriving late or leaving early is allowed giving the student complete flexibility. When the students are not able to attend class, they may use their book, audio and digital materials to study the subjects at home.

Home Study

* See website for tuition. Materials included.

Home study course provides students with physical course materials.

This course is completely self paced and always accessible allowing students to complete the course as their time permits. The student uses these materials to study and learn the four subjects required. The school completion exam to receive the Certificate of Completion, can be taken online, by email, fax or in person at the school. This allows a true distance education experience. Home Study/Online course can be started any time and is always available.

Online Only

* See website for tuition.

This option is the same as Home Study but without materials.

Student is able to study and learn all four subjects completely online. All online course study is accessed through any computer, at any location. Complete with audio files, streaming videos of classroom lesson, practice exams, reference material and any specific course study for each of the four subjects required to pass the completion exam. Keep your hands free, while your mind is active!

Materials Included

Classroom/Livestream and Home Study options only: State/National Workbook, Reference Textbook, Digital Audio Files, Over 2000 Practice Q&A, Digital Flash Cards, Online Practice Testing, Online Reference Course, Stream Video Recordings of Classroom Lessons.

Real Estate Licensing FAQs

What amount of education does the state of Nevada require before an individual can become licensed?

The state of Nevada requires a person to complete education before he or she can become licensed in real estate. By no means does this requirement state that the student must attend classroom time. This requirement means that a student must understand the principles and practices (including Nevada law, Contracts and Agency) of real estate before they can become licensed.

How does the state measure a student's knowledge of the principles and practices of real estate?

The state's testing company administers one final exam comprised of 120 multiple choice questions. This test contains 80 questions pertaining to National real estate principles and 40 questions pertaining to the state of Nevada's real estate laws. The prospective licensee must score a 75% or better on both of these portions.

Does a licensee have to be a resident of the state of Nevada or a citizen of the country to become licensed?

No, the licensee has to be legally capable of working in the United States.

Can out of state licensees waive some of the Nevada real estate educational requirement?

Yes, depending on how many hours of pre licensing education the prospective licensee took in another state. Contact the admissions office of the school to have a counselor assess any previously completed education. Though the student can waive portions of the education, they may still be required to pass both portions of the licensing exam. The state and national (general) exams must both be passed unless exemptions are met allowing a waiver.

Where is the Nevada real estate exam administered and how often is it given?

Any State of Nevada's chosen testing company. There are four locations in Nevada (two in Las Vegas) and many more across the United States.

Must a prospective licensee find a broker to work under before getting started?

NO, It is strongly recommended that students select a broker that best suits their independent needs after attending the pre licensing education program. Key Realty School has several school counselors who assist in finding the right brokerage company. The licensee must select a brokerage before they begin the practice of real estate. Nevada allows one year from the date that the student passes the licensing exam to make the decision of which brokerage to conduct business under.

What are the costs of the examination and the license?

The exam is \$100 (for both portions) payable to the current Nevada Testing Center. Student should see the website for current fee schedules pertaining to license application.

Are there additional fees that I have to pay outside of my education, test and licensing fee?

NO. Many licensees elect to join memberships or brokerage marketing plans which can better the licensee's success ratio. These memberships and marketing plans may have fees, but no additional fees are required by law to begin your practice as a real estate licensee. All additional fees are paid for at the sole discretion of the licensee.

What are the differences between Key and the other pre licensing courses offered?

Key Realty School's pre licensing course has many benefits. Key Realty School guarantees that no other educational facility will include all of the book, audio, computer and online material with a pre licensing course or your Key course is free. Key workbooks and study aids are specifically designed for Nevada testing and licensing. Many other schools provide text written and published for other states and hope the student can extract Nevada information. Key Realty School is proud to say that over 50,000 students have received their education through its superior instruction.

Exam Preparation: 1-Day Class

* See website for tuition.

Key Realty school is renowned for its Nevada Testing Center exam review and test prep classes.

These sessions are specifically designed to provide the student with insight necessary to pass the Nevada Testing Center formatted exam the first time. Be ready, be prepared and pass your exam. The test prep sessions are offered every other Saturday and are divided into two segments:

State Review (9.00 am to 12.00 pm)

This session is specifically designed to prepare the student for the 40 question State portion of the Nevada Testing Center licensing exam. The review is always held over a **3 hour session**.

National Review (1.00 pm to 6.00 pm)

This session is specifically designed to prepare the student for the 80 question National portion of the Nevada Testing Center licensing exam. The review is always held over a **5 hour session**.



Real Estate Continuing Education



New classes begin every month

Call the admissions office or visit the website for all classroom course calendars.

Classroom / Online COMBO Packages

Available in Southern and Northern Nevada

The Nevada Real Estate Division requires 1/2 of all real estate continuing education to be completed via classroom instruction.

Key Realty School has many turnkey options designed to supply all required hours through both classroom

and online course work. These packages are specifically designed to meet ALL continuing education requirements in one set package. The classroom/online course package consists of online course work and classroom course work as mandated by the state of Nevada.

Online Package

* See website for tuition. Materials included.

The online packages always contain all requisites needed to fulfill the license renewal requirements. The online packages include course content files for each course subject. The student is emailed the content files for review and practice testing. After the student has reviewed the content, the student is encouraged to test through the school website to self generate their own certificate online and renew their license.

Complete CE Pack

Custom packages ranging from 3 hours to 72 can be created for any student. CE Enrollment can be completed online, by phone or in person.

Classroom Package

* See website for tuition.

The CORE topics are always taught through LIVE instruction. The LIVE classes are taught 10 to 15 times per month OR the LIVE sessions can be taken via LIVE stream video (Digital Classroom) when permissible. Once a student enrolls in a COMBO continuing education package, the student is able to attend the continuing education as their schedule permits until the in class requirement is completed.

The COMBO enrollment includes a 2 year membership to the Nevada Real Estate Continuing education calendar which allows the student to attend by reserving the sessions until all hours are completed. See the online Real Estate Continuing Education Calendar for specific course dates and availability.



Real Estate Post Licensing

Key Realty School offers the Post licensing course at the end of every month.

Key Realty School offers the in class POST course for real estate for first year licensees. The Post Licensing course is designed for students renewing for the first time only. Students renewing the license after the first renewal are encouraged to view the continuing education programs available. This is THE PRACTICAL training program.

The POST course is by far the most practical real estate training course available through Key Realty School. This course is specifically designed to provide students with an understanding of the real estate field and sales process as they progress through their first year of practice. The course will provide practical insight into specific situations and how to better serve their clients throughout both the listing and sales process. Nevada requires the student to sign in and out for all hours to receive the certificate for the post licensing education. Therefore, this course is an attendance required clock hour course. Students may complete the course in one session or module sessions. Key makes it easy to complete the Post licensing course. Students are encouraged to enroll prior to license expiration which will allow for the most flexible schedule possible. Contact the school admissions office or visit the website to obtain exact course dates and times.

Appraisal Education

Pre Internship Package

* See website for tuition.

Key Realty School offers online appraisal courses designed to complete state requirements surrounding pre-internship education. The state of Nevada requires 78 hours of initial appraisal education before an individual can become a registered intern recognized by the state. The complete 78 hour pre-internship course can be purchased online. The four courses consist of:

- **30 hrs “Appraisal Procedures”** – Will provide the basics to students with no appraisal background.
- **30 hrs “Appraisal Principles”** – An overview of real property concepts and characteristics, legal considerations, value influences, real estate finance, types of value and economic influences related to appraisal.
- **15 hrs “USPAP”** – Introduce/review Uniform Standards of Professional Appraisal Practice.
- **3 hrs “Nevada Appraisal Law”** – Review of NRS/NAC 645C.

Pre Licensing Electives and Continuing Education

All Key Appraisal courses are approved for pre licensing hours and continuing education credit.

The state of Nevada requires a total of 30 hours of appraisal CE to be completed every 2 years. Any of the listed courses can be used as CE or Pre Licensing hours toward license advancement. Key offers the following electives/CE course topic:

- **7 hours “USPAP Update”**– This is an update to the 15 hour USPAP course curriculum and current USPAP information and policies. The state of Nevada requires the 7 Hour USPAP course within every license renewal.



Key Realty School offers Nevada Appraisal online courses through partnerships.

Students may elect to take any pre licensing or continuing education course through the Key Realty School partner sites. These courses are designed to meet the Nevada pre licensing and continuing education requirement and the online delivery make the courses accessible at any time.

Visit [KeyRealtySchool.com](https://www.KeyRealtySchool.com) today to investigate current topics available for both pre licensing and continuing education hours. Call the admissions office or visit the website for all classroom course calendars and to inquire about any additional CE course topics that may be offered.

Appraisal FAQs

Must a student complete an internship to become licensed?

Yes, a 2 year and 2,400 hour internship is required before a registered intern can become licensed as an appraiser. The law clearly eliminates the possibility to complete the internship in less than a 2 year span. (It can always last longer than 2 years, but never less.)

What must a student complete before they can register as an intern?

Students must complete at least 78 Hours of initial appraisal education. The 78 hours of education must include at least 15 hours of USPAP education as well as at least 3 hours of Nevada law. The remaining balance of appraisal education can be taken in any approved appraisal subjects. (Key Realty School's balance of the 78 hours of education is comprised of Appraisal Principles and Procedures)

How can a prospective intern find an appraiser whom they can intern under?

Key Realty School can provide students with lists of existing licensed appraisers. Students can then seek out the internship position from this list or through contacts they have made in appraising, mortgage companies or real estate.

Is the internship paid?

The pay scale is determined by negotiation between the licensed appraiser and the intern. Example: Appraiser "Smith" agrees to pay intern "Jones" \$150 per appraisal completed. Appraiser "Smith" will sign off on the "Jones" appraisal to make it valid. Though "Jones" performed the majority of the work "Smith" will also retain \$150 for signing off using his expertise.



Home Inspection Education

Structural Inspection

* See website for tuition.

This course is designed to prepare the student for the structural inspection field in Nevada. Below is a description of Nevada's licensing requirements and the educational course students must complete prior to becoming licensed. Home inspectors assess a particular attachment to land

(under 10,000 sq ft), noting specific defects that will be disclosed to all interested parties. Nevada requires the completion of a three step process to activate a structural inspection license.

STEP 1

Complete 40 hours of structural inspection education in preparation for the Nevada licensing exam.

STEP 2

Passing the Nevada Structural Inspection exam with a 75% or better.

STEP 3

Complete at least 25 inspections with an existing inspector or the equivalent in education.



New classes begin every month

Call the admissions office or visit the website for all classroom course calendars.

Structural Inspection 101

* See website for tuition. Verify if textbooks or lecture manuals are needed for the course.

This first inspection course is the academic training program. The course provides the students with the basics of inspection to comply with Nevada Real Estate Division's preliminary education requirement and give students all the necessary information to pass the Nevada Structural Inspection exam.

Key Realty School offers this course 6 times a year and traditionally over 2.5 weeks of study.

Structural Inspection 102

* See website for tuition. Includes all textbook and lecture manuals.

Many prospective licensees elect to meet Nevada's requirement of 25 inspections by taking Key Realty School's on site inspection course (Struct 102). Our instructor for this course has been approved by the Nevada Real Estate Division. This class includes at least 8 onsite inspections with the full analysis of each site inspected. The instructor guides each student through the entire inspection and then the class will discuss the inspections performed. The lecture covers the structural standard and procedure an inspector needs to perform when inspecting. It also covers the inspection report and its presentation to all interested parties. Structural 102 is the practical course. Sample "generic" forms will be used in the onsite inspections.

This course meets all of Nevada's post test requirement and is equivalent to 25 inspections with an existing inspector.

Home Inspection FAQs

What does an inspector inspect?

The inspector starts with the exterior of the property then ventures into the structure itself. The inspector will visually inspect the roof i.e. flashing, chimney, gutter and downspouts. Structural inspectors also inspect the siding, trim, windows, doors, decks and driveways/walkways. After completing the exterior, an inspector visually inspects the interior components of the home such as walls, plumbing, appliances etc. In addition to noting visible defects, inspectors will often test each system inspected. Once the inspection is complete, the inspector will produce a written report that describes the systems and components of the home and their current condition.

How many hours of education are required before a prospective licensee can take the licensing exam?

The State of Nevada requires a minimum of 40 hours of inspection education before an individual can take the state licensing exam. Key Realty School offers 60 hours of class because the course includes 20 hours of additional test prep training as well as the 40 hours of classroom instruction.

What other requirements must the prospective licensee complete before they are granted a license?

After taking the examination, the state of Nevada requires prospective licensee to complete one of the two training programs: either 25 inspections with an existing inspector or an onsite educational program equal to 25 inspections (Structural 102).

How much does the average inspection cost and what can the inspector expect to retain from this fee?

The average inspection costs \$300. The inspector can expect to retain this whole fee if they are the sole owner of the inspection performed. If the inspector works under an existing inspection company, the inspector will split the inspection fee for the agreed upon percentage or amount.



Property Management Permit

Classroom/Livestream

*See website for tuition. Includes classroom manual.

This course is designed to teach the student all Nevada laws pertaining to Nevada property management and everything the student needs to know to pass the Nevada's state permit test. Nevada requires anyone representing the leasing activities or prospective leasing activities of multiple owners or multiple sites to maintain an active property management permit. The Nevada property management permit is an attachment to a Nevada Real Estate License. The course is taught over 24 hours of instruction, with the Nevada state permit test scheduled any day after course completion. The course is designed to satisfy the education required by the State of Nevada for the property management permit.

After completing the course (100% attendance is mandatory), the student will be prepared to take the Nevada's property management permit exam. The property management permit

exam can only be taken at the approved testing centers in Nevada. The cost of the exam is \$75.00.

The state of Nevada requires: 24 hours of property management education and a score of 75% or better to activate the property management permit. See website for current fee schedule pertaining to permit application.

At Key Realty School, students can trust in the quality of the education provided to them. We continually update our curriculum to represent the most current changes in state requirements, and we present the material in a way that is easy for students to understand and remember. All instructors are themselves qualified professionals who have experience in the field and can serve as a valuable resource of information to students.

Property Management FAQs

Must an individual possess a Nevada Real Estate license to take the property management class?

No. A prospective student does not need a Nevada real estate license to take the property management course. But, to activate the property management permit, the prospective student must have an active real estate license. Therefore the class can be taken for informational purposes or can be taken before the real estate license is activated. (One cannot receive compensation for property management unless they possess an active real estate license)

Who needs a property management permit?

Anyone who intends or has been contracted to manage multiple owners of multiple sites and perform the management function. Defined: The leasing activities, the marketing, collecting of rents, analyzing prospective tenants, etc.

What is the difference between a Permit and a Certificate?

The permit is an attachment to a real estate license that entitles the holder to perform any property management function. A certificate is often a designation certificate issued by a non state or government approving body and thus does not legally permit any management activity without the permit.

Business Broker Permit

Home Study/Online

*See website for tuition. Includes materials.

The Home Study course provides the student with all the course materials. This course is completely self paced and always accessible allowing the student to complete the course as their time permits.

The student uses the comprehensive workbook, practice questions and vocabulary review to study and learn the required Business Broker education. The school completion exam to receive the Certificate of Completion, can be taken online, by email, or in person at the school. This allows a true distance education experience. The Home Study/ Online course can be started anytime and is always available.

Business Broker Permit FAQs

Does a business broker permit applicant have to hold an active real estate license?

Yes, persons who wish to obtain a Nevada Business Broker Permit must hold an active Nevada Salesperson, Broker Salesperson, or Broker license to apply for and activate the Nevada Business Broker permit.

What type of business can a real estate licensee sell without the business broker permit?

Nevada Real Estate licensees without a Business Broker permit can sell businesses that are designed to generate income based on the real property itself. Specifically, the entity that is to be sold must report at least half of all profit/loss ratios based on performance of the real property. Examples of this include: Hotels, Ranches. Apartment Complexes and other businesses- that involve the real property as its source for revenue.

Can any licensee acquire the permit or does the licensee have to be a broker?

Any licensee can acquire the business broker permit so long as the licensee completes the education and exam requirements. The licensee must also be affiliated with a brokerage that permits business sales or the licensee must be a broker themselves.

Is the curriculum of the course similar to real estate?

No. The Business Broker course curriculum is more accounting based than real estate as real property is rarely involved in the sale of businesses.

Mortgage Permit

Key Realty School is approved by the National Mortgage Licensing system.

The state of Nevada requires 30 hours of pre licensing education to meet all state and national licensing requirements. The 30 hour requirement is broken into two sections. The 20 Hour SAFE act course is designed to meet

and satisfy the national side of the pre licensing education. The 10 Hour State specific section is designed to satisfy the state side the NMLS pre licensing requirement for Nevada.

Course topics include but are not limited to:

- Disclosure provisions of federal laws related to mortgage lending.
- Procedures to protect the privacy of consumers as required by federal law.
- Ethics and discuss the purpose of codes of ethics.
- Anti-discrimination laws.
- Mortgage fraud.
- Conventional loans.
- Conforming and nonconforming loans.
- Qualifying standards for FHA-insured loans.
- Qualifying standards for VA-guaranteed loans.
- Adjustable rate mortgage.
- Agency guidelines on lending and subprime loans.
- Primary mortgage market and secondary mortgage market.
- Loan processing.
- Standard loan applications.
- Evaluating borrowers.
- Calculate income and total debt ratios.
- Private mortgage insurance.
- Appraisal approaches used to arrive at an opinion of value.

Part 1: 20 Hour National

* See website for tuition.

Key Realty School offers a 20 hour course designed to meet the SAFE Act standards and prepare a student for the federal portion of the National Mortgage Licensing Exam in the process. Due to the practical nature of the course, Key Realty School recommends all education designed to meet the NMLS requirements be taken in class OR via livestream and any additional state specific requirements be completed online. Students completing the course will satisfy all NMLS requirements and be prepared for the Federal portion of the NMLS licensing exam. Students completing this course will obtain practical mortgage education through LIVE classroom instruction and will obtain the fundamental skills to successfully practice mortgage lending.

Part 2: 10 Hour State (NV)

* See website for tuition.

Additional 10 hour State Specific Course information: This course is designed to supply the student with the 10 Hour NV SAFE specific curriculum designed to complement the 20 Hour SAFE course curriculum and therefore supply the student with the completion educational profile to apply for testing/licensing requirements deemed necessary by the NMLS and State Specific. The course will be completed through instructor lead online training and is readily available through the internet.

NOTE: ONLY Students who are enrolled in or who have completed the Key 20 Hour SAFE course are eligible to take the 10 hour state specific course online at a discounted rate. Students who are not enrolled or have not taken the 20 Hour SAFE course through Key are required to pay Course Tuition. See website for details.

Community Management



New classes begin every month

Call the admissions office or visit the website for all classroom course calendars.

60 Hour CAM Course

*See website for tuition. Includes materials.

This course is designed to complete the 60 hours of Community Association Management education that is required by the state of Nevada to activate a CAM certificate. CAM education is always offered in a 20 track or session format, in which the instruction will consist of the practices and laws of Community Association Management necessary to pass the certificate examination with the state of Nevada. 60 hour CAM Course Tuition – See Website for Tuition. Students must enroll in advance because the classes do tend

to fill up. Students can enroll online, over the phone or at the admissions office between the hours of 8am to 6pm Monday through Friday. Class size is at the discretion of the admissions office and enrollment is based on a first-come, first-serve basis. You must register and pay for the course prior to the first day of class. The examinations for certificate are scheduled through the state testing service. Please see the dates of the courses below or use the schedule online.

List of Track Content

*See calendar for dates & times.

- | | |
|--|------------------------------|
| 1 Legal Basics | 11 Meetings |
| 2 People Skills and Communications | 12 Enforcement |
| 3 Human Resources and Ethics (CE Eligible) | 13 Mediation (CE Eligible) |
| 4 NRS 116A & NRS 116 | 14 Finances |
| 5 NAC 116 (CE Eligible) | 15 Budget and Reserves |
| 6 Other State of Nevada Statutes (CE Eligible) | 16 Maintenance |
| 7 Contracts (CE Eligible) | 17 Insurance |
| 8 Federal Laws (CE Eligible) | 18 Transition from Developer |
| 9 Use of Experts | 19 Resales (CE Eligible) |
| 10 Parliamentary Procedures | 20 Litigation |

Get your Community Association Management (CAM) education through our interactive class at Key Realty School.

Key Realty offers community management classes that give students the credits required by the state for their certification. All of our classes are taught by highly-qualified instructors who are recognized in the field for their own achievements and contributions. At Key Realty School, we focus all our materials on providing students with the best community management education possible. Through an interactive classroom environment, students are exposed to the necessary materials for certification and are taught in a manner that encourages them to remember the material. Classes are available in Northern and Southern Nevada.

Enrollment Information

Prospective students may enroll in any Key Realty School program through any of the following methods:

Phone

Call our admissions office to speak with a school counselor about enrollment or additional course information.

Website

Visit keyrealtyschool.com to review additional course details or enroll directly to our courses on the website.

In Person

Visit us at one of the Key Realty School locations to speak with a school counselor about enrollment or additional course information.



Key Realty School offers education outside of Nevada.

Though Key Realty School is based in Nevada, our students have demanded our customer service for other popular United States jurisdictions. Through the school website or via correspondence, Key Realty School offers licensing or continuing education courses in all of the following states:

Real Estate Pre-Licensing

- California
- Florida
- Georgia
- Illinois
- Michigan
- Texas

Continuing Education

- Arizona
- California
- Florida
- Georgia
- Illinois
- Indiana
- Maine
- Michigan
- Minnesota
- New York
- Oklahoma
- Pennsylvania
- South Carolina
- Texas
- Virginia

Top online real estate and business education in Nevada

Get started today.

The information contained in this catalog is deemed accurate at the time of publication. Students are encouraged to view the school website for the most current information as licensing law, requirements and course policies are subject to change. Key Realty School is licensed by the Nevada Commission on Post Secondary Education. All Real Estate courses designed to activate or renew a license, permit or certificate issued by the Nevada Real Estate Division, are approved by the Nevada Real Estate Commission. All courses to obtain licenses or similar designations in other states have been approved by the states authorized and required approving body. Over

60,000 students have attended Key Realty School of which approximately 15,000 have attended licensed Post Secondary programs. All tuitions subject to change, visit the admissions office or the school web site for current tuitions. Some statements of opinion have been taken from previous student evaluations. Prospective students are always encouraged to review state licensing requirements with the state licensing jurisdiction. All statements are accurate as of catalog printing. Please contact state agencies to verify any statement as of date read.

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