



DISCOVERING COMMERCIAL REAL ESTATE COURSE FACT SHEET

What is Discovering Commercial Real Estate (DCRE)?

This course offers a broad overview of the basics of commercial real estate and how it differs from the residential side of the industry. Students will learn the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education. While it is not meant to equip an agent with the tools to practice commercial real estate directly, it will explain the business and introduce many of the resources needed to pursue a commercial transaction or career in commercial real estate. It also is a great basic foundation for any real estate professional to understand the impact of commercial real estate on residential sales.

Who is the attendee audience for DCRE?

This is an ideal introductory course for those who are newly licensed and/or residential agents to learn more about commercial real estate and their impact within the industry.

Where can someone take the course?

The course is available online at the Center for REALTOR® Development; and also can be delivered in classroom (through NAR and local/state associations, via course license fee of \$250, valid for a 2-year time period).

What is the cost of attending DCRE and when is the course held?

Classroom: Local associations who license and host the course determine the cost and timing of the class. To see the latest schedule, please visit www.realtor.org/dcre.

Online: Regularly priced at \$75; periodically discounted throughout the year during promotional offers.

Are CE credits available for this course?

Classroom: Local associations who license and host the course will have the option to pursue CE accreditation through their state's licensing authority.

Online: CE credit is available in most U.S. states through The C.E. Shop. [Check the DCRE course listing at the Center for REALTOR® Development for a list of CE approved states.](#)

How can someone become an Instructor for the DCRE course?

It's highly recommended that potential DCRE instructors have teaching experience and a background in commercial real estate. Qualified candidates may apply by reading and agreeing to the DCRE Instructor Eligibility Guidelines, and submitting their resume, DCRE Instructor Application, and three letters of recommendation to NAR for review.

For more information, contact dheadtke@realtors.org or go to www.realtor.org/dcre.

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