

PHP PROGRAM- Alabama REIA

PHP 101 – Appraisal*	3 hours
Including formal appraisal methods (cost, income, and replacement method), PACE instruction, how to compare properties, etc.	
PHP 102 – Finance*	6 hours
Including conventional financing, FHA/VA financing, owner financing of all types; comparing financing, offering financing	
PHP 103 - Landlord -Tenant Law*	3 hours
Including landlords' and tenants' responsibilities, evictions, etc.	
PHP 104 - Rehab	6 hours
Classroom - Including estimation, which projects will pay for themselves, etc. Hands-on - Including actual hands-on opportunities and demonstrations.	
PHP 105 - Inspections/ Purchasing/ Marketing	6 hours
Including pre- and post- purchase inspections and pre- and post- move-out inspections of properties held; Finding deals and calculating profitability; How to market properties for sale and for rent; how to market buying services	
PHP 106 - Negotiation	3 hours
Including negotiating with sellers, buyers, renters, contractors and vendors, banks, etc.	
PHP 107 – Management/Tax Laws	6 hours
Management - Including record keeping; dealing with tenants; maximizing cash flow; and others. Tax Laws - Including calculating and minimizing taxes, and tax laws as they affect the real estate investor. Also property taxes, 1031 tax deferred trades, etc.	
PHP 108 - Fair housing Law/Ethics*	3 hours
Including federal, state and local fair housing regulations. The enactment and actual use of national, state, local, and personal business ethics statements, policies and practices	
PHP 109 - Contract Law*	3 hours
Including basic contract law; using contracts and clauses to protect yourself, developing contracts such as leases, options, purchase contracts, etc. for the real estate investment business.	
PHP 110 – Federal, State and Local Land Use Regulations*	3 hours
Including regulations affecting real estate investment such as lead paint regulations, wetlands regulations, underground storage tank regulations, Environmental Quality Zone regulations, etc. Local issues include zoning and building codes.	
PHP 111 – Insurance*	3 hours
Property - Including what type of property insurance is appropriate for investment property; negotiating for the best rates and renter's insurance. Worker's compensation - When, how and for whom to carry worker's compensation insurance. Liability - Why it's needed and how much.	

*Signifies CE credit is being requested for these classes from AREC