

COURSE SYLLABUS

75 HOUR REAL ESTATE SALESPERSON

Course Duration

SEPTEMBER 19, 2022 - SEPTEMBER 30, 2022

Monday through Friday from 8:30 am - 4:30 pm

Students will be provided breaks/lunch at the discretion of the instructor.

FIRST WEEK

Day 1, Monday:

Introduction, Licensing, Rules and Regulations, Agency & Brokerage:

Chapters 1, 2, 3

Review: Student Information Form, Sign-In sheet, PSI Booklet, Zoom Protocol

Lab - REC enforcement activities https://www.state.nj.us/dobi/division_rec/recdiscp.htm

Licensing information https://www.state.nj.us/dobi/division_rec/licensing/relic_menu.htm

LexisNexis: NJAC and NJSA https://www.state.nj.us/dobi/division_rec

Day 2, Tuesday:

Agency & Brokerage, Fair Housing, What is Real Estate, Interests in Real Estate

Chapters 3, 4, 5, 6

Day 3, Wednesday:

Ownership, Taxes, Land Use & Environmental & Issues

Chapters 7, 8, 9

Day 4, Thursday:

Listings, Contracts and Leases

Chapters 10, 11, 12

Day 5, Friday:

Mortgages, Financing I, Financing II: Primary & Secondary Mortgage Markets:

Chapter 13, 14, 15

SECOND WEEK

Day 6, Monday:

Appraisal, Investments & Business Brokerage, Subdivision & Development

Chapters 16, 17, 18

Day 7, Tuesday:

Deeds, Transfer of Title, Public Records & Closing, Math
Chapters 19, 20, 21, 22
[Donaldson Math Method](#)

Day 8, Wednesday:

Review, Test Taking Strategies, PSI, Fingerprinting
Handouts: Study Guide, Glossary, Broker Interview questions

Day 9, Thursday:

Pre-Test: 8:30AM-12:30PM (Punctual attendance required)
Test Review: 1:30PM-4:30PM

Day 10, Friday:

Final Exam (for those who didn't pass on Thursday): 8:30AM-12:30PM (Punctual attendance required)
Close out: Zoom meeting 12:30 - 1:30 pm (Final Check-In, file completion, turn in timesheets, if needed)

AFTER COMPLETING 75 HOUR CLASS AND PASSING THE SCHOOL EXAM, THE NEXT STEPS ARE:

1. SCHEDULE PSI TEST: <https://home.psiexams.com/#/home>
2. FILL OUT FINGERPRINT FORM (print and fill out form before scheduling):
https://www.state.nj.us/dobi/division_rec/licensing/forms/uniform_sales_051719_v1.pdf
3. SCHEDULE FINGERPRINT APPOINTMENT: <https://uenroll.identogo.com/>

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