

75 HOUR REAL ESTATE SALESPERSON
FULL-TIME COURSE SCHEDULE

Course Duration:
August 23rd to September 3rd
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

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

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: 8:30AM-12:30PM (Punctual attendance required)
Zoom meeting 12:30 -1:30 pm (Final Check-In, file completion, etc.)