

## Washington Real Estate Fundamentals

This course is an entry-level Real Estate course approved by the Washington State Department of Licensing (DOL) for pre-licensing education. This course content meets the required curriculum for the sixty (60) clock hour Fundamentals Course as mandated by the real estate commission. It is a recommended prerequisite for the remaining courses in the Seattle Central online series of real estate courses, because it introduces concepts that will later be expanded.

### Instructors

Shirley Baenen is our principle instructor, and she is co-author of all the courses. Shirley is your direct contact during your course, and she answers student questions weekdays from nine to five.

Robert W. Corl is our co-instructor. Bob is also co-author of the real estate and appraisal courses, and principal designer. Bob works behind the scenes to make sure that everything flows correctly.

### Who Should Take This Course?

This course is recommended as pre-licensing and continuing education for real estate professionals. It is also designed for real estate buyers, sellers and investors, as well as, those individuals seeking a basic understanding of real estate ownership and transfer.

### Course Objectives

- Understand real estate laws and licensing
- Identifying the phases of the selling process
- Implement the listing process with regards to contracts and procedures
- Determine the fundamentals of property management and property ownership

### Course Details

- **Length:** 60 clock hours (expect an additional 60 hours of outside studying work)
- **Format:** Online
- **Prerequisites:** Basic computer skills and a working knowledge of Microsoft Word and Excel. No prior real estate knowledge is needed.

*The above prerequisites are considered to be the basic skills and knowledge needed prior to taking this class. Instructors will assume your readiness for the class materials and will NOT use class time to discuss prerequisite materials*

### Course Contents

- a. Real Estate as a Career
- b. Real Property Ownership, Rights, Interests and Land Use Controls
- c. Contract Law Relating to Real Estate Transactions

- d. Agency Law and Brokerage Relationships
- e. Listing Agreements and Procedures
- f. The Selling Process
- g. Real Estate Valuation
- h. Real Estate Finance
- i. Escrow and Settlement Process Leasing
- j. Property Management and the Residential Landlord Tenant Act
- k. Real Estate License Law (18.85 RCW; 18.86 RCW; 18.235 RCW; WAC 308-124 all parts)
- l. Fair Housing Issues and Consumer Protection

**This course has a required textbook: Mastering Real Estate Principles,  
ISBN9781475434033. 7th Edition**