

# **Broker Course Outline**

## **Units**

- 1** Becoming a Licensed Real Estate Broker
- 2** Opening A Real Estate Office
- 3** Owning, Managing, and Supervising a Real Estate Office
- 4** Escrow Management
- 5** Office Inspections and the Disciplinary Process
- 6** Overview of Real Estate Valuation
- 7** Comparative Market Analysis
- 8** Sales Comparative, Cost Depreciation, and Income Approach
- 9** Basic Business Appraisal
- 10** Brokerage Relationships
- 11** Contracts
- 12** Financing Real Estate
- 13** Closing Real Estate Transactions
- 14** Federal Income Tax Laws Affecting Real Estate
- 15** Investment Real Estate
- 16** Zoning and Planning, Subdividing of Land, and Special Issues
- 17** Environmental Concerns Affecting Real Estate Transactions
- 18** Property Management

### **Practice End of Course Exam**

## **Final Exam**

- *3 Hour Timed Exam*
- *100 questions multiple choice*
- *Score of 70% or better required to pass*