

## **SALES ASSOCIATE COURSE OUTLINE**

**SECTION 1:** Course Overview: The Real Estate Business

**SECTION 2:** Real Estate License Law And Qualifications For Licensure

**SECTION 3:** Real Estate License Law And Commission Rules

**SECTION 4:** Authorized Relationships, Duties And Disclosure

**SECTION 5:** Real Estate Brokerage Activities And Procedures

**SECTION 6:** Violations Of License Law, Penalties And Procedures

**SECTION 7:** Federal And State Laws Pertaining To Real Estate

**SECTION 8:** Property Rights: Estates And Tenancies; Condominiums, Cooperatives,  
Community Development Districts, Homeowner Associations, And Time-Sharing

**SECTION 9:** Title, Deeds And Ownership Restrictions

**SECTION 10:** Legal Descriptions

**SECTION 11:** Real Estate Contracts

**SECTION 12:** Residential Mortgages

**SECTION 13:** Types Of Mortgages And Sources Of Financing

**SECTION 14:** Real Estate Related Computations And Closing Of Transactions

**SECTION 15:** The Real Estate Markets And Analysis

**SECTION 16:** Real Estate Appraisal

**SECTION 17:** Real Estate Investments And Business Opportunity Brokerage

**SECTION 18:** Taxes Affecting Real Estate

**SECTION 19:** Planning And Zoning

**Practice End of Course Exam**

**Final Exam-** 3 Hour Timed Exam  
100 Questions Multiple Choice  
Score of 70% or Better to Pass