



75 HOUR REAL ESTATE SALESPERSON CLASS VIRTUAL 5-WEEK-CLASS – EVENINGS (PT)

Flexible Start Dates • Start Anytime • Mon Through Thur 6 PM to 10 PM 2025

Session	Topics	Units in Book	Videos	Time	Date	Class Time	Total Time
Week 1						5.5	15
Session 1	Course Structure	Introduction		1 Hour	Monday, Feb 10, 2025		
	Intro to Real Estate						
Self Study	What is Real Estate	Unit 5	Unit 5	0.5 Hours			
	Real Estate Licensing	Unit 1	Unit 1	1.5 Hours			
Session 2	Review of Units 1 and 5			1.5 Hours	Tuesday, Feb 11, 2025		
Self Study	Key Terms and Review Questions Unit 5	Unit 5	Key Terms and Review Questions Unit 5	0.5 Hours			
	Key Terms and Review Questions Unit 1	Unit 1	Key Terms and Review Questions Unit 1	0.5 Hours			
	Real Estate Commission Rules and Regulations	Unit 2	Unit 2 and	2 Hours			
	Agency	Unit 3	Unit 3 Part 1				
Session 3	Review of Unit 2			1 Hour	Wednesday, Feb 12, 2025		
	CEPA and other updates			0.5 Hours			
Self Study	Key Terms and Review Questions Unit 2	Unit 2	Key Terms and Review Questions Unit 2	0.5 Hours			
	Agency	Unit 3	Unit 3 Part 2	2.5 Hours			
Session 4	Review of Unit 3			1.5 Hours	Thursday, Feb 13, 2025		
Self Study	Key Terms and Review Questions Unit 3		Key Terms and Review Questions Unit 3	0.75 Hours			
	Fair Housing	Unit 4	Unit 4	1.25 Hours			

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Week 2						6	14.5
Session 5	Review of Unit 4			1.5 Hours	Monday, Feb 17, 2025		
Self Study	Key Terms and Review Questions Unit 4	Unit 4	Key Terms and Review Questions Unit 4	0.5 Hours			
	Estates and Interests	Unit 6	Unit 6	1 Hour			
	Ownership of Real Estate	Unit 7	Unit 7	1 Hour			
Session 6	Review of Units 6 and 7			1.5 Hours	Tuesday, Feb 18, 2025		
Self Study	Key Terms and Review Questions Unit 6	Unit 6	Key Terms and Review Questions Unit 6	0.5 Hours			
	Key Terms and Review Questions Unit 7	Unit 7	Key Terms and Review Questions Unit 7	0.5 Hours			
	Taxes	Unit 8	Unit 8	0.75 Hours			
	Land Use Regulations and Environmental Issues	Unit 9	Unit 9	1 Hour			
Session 7	Review of Units 8 and 9			1.5 Hours	Wednesday, Feb 19, 2025		
Self Study	Key Terms and Review Questions Unit 8	Unit 8	Key Terms and Review Questions Unit 8	0.5 Hours			
	Key Terms and Review Questions Unit 9	Unit 9	Key Terms and Review Questions Unit 9	0.5 Hours			
	Listing Agreements	Unit 10	Unit 10	0.75 Hours			
	Contracts	Unit 11	Unit 11	1 Hour			
Session 8	Review of Unit 10 and 11			1.5 Hours	Thursday, Feb 20, 2025		
	Key Terms and Review Questions Unit 10	Unit 10	Key Terms and Review Questions Unit 10	0.25 Hours			
	Key Terms and Review Questions Unit 11	Unit 11	Key Terms and Review Questions Unit 11	0.5 Hours			
Self Study	Leases	Unit 12	Unit 12	1.75 Hours			

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Week 3						6	14.5
Session 9	Review of Unit 12			1.5 Hours	Monday, Feb 24, 2025		
Self Study	Key Terms and Review Questions Unit 12	Unit 12	Key Terms and Review Questions Unit 12	0.5 Hours			
	Mortgages	Unit 13	Unit 13	1.25 Hours			
Session 10	Review of Unit 13			1.5 Hours	Tuesday, Feb 25, 2025		
Self Study	Key Terms and Review Questions Unit 13	Unit 13	Key Terms and Review Questions Unit 13	0.5 Hours			
	Financing I	Unit 14	Unit 14	1.5 Hours			
Session 11	Review of Unit 14			1.5 Hours	Wednesday, Feb 26, 2025		
Self Study	Key Terms and Review Questions Unit 14	Unit 14	Key Terms and Review Questions Unit 14	0.75 Hours			
	Financing II	Unit 15	Unit 15	1.5 Hours			
Session 12	Review of Unit 15			1.5 Hours	Thursday, Feb 27, 2025		
Self Study	Key Terms and Review Questions Unit 15	Unit 15	Key Terms and Review Questions Unit 15	0.5 Hours			
	Appraisal	Unit 16	Unit 16	2 Hours			

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Week 4						6	15.75
Session 13	Review of Unit 16			1.5 Hours	Monday, Mar 03, 2025		
Self Study	Key Terms and Review Questions Unit 16	Unit 16	Key Terms and Review Questions Unit 16	0.75 Hours			
	Investment and Business Brokerage	Unit 17	Unit 17	1 Hour			
	Subdivision and Development	Unit 18	Unit 18	0.75 Hours			
Session 14	Review of Unit 17 and 18			1.5 Hours	Tuesday, Mar 04, 2025		
Self Study	Key Terms and Review Questions Unit 17	Unit 17	Key Terms and Review Questions Unit 17	0.5 Hours			
	Key Terms and Review Questions Unit 18	Unit 18	Key Terms and Review Questions Unit 18	0.5 Hours			
	Legal Descriptions and Deeds	Unit 19	Unit 19	1 Hour			
	Transfer of Title	Unit 20	Unit 20	0.5 Hours			
Session 15	Review of Unit 19 and 20			1.5 Hours	Wednesday, Mar 05, 2025		
Self Study	Key Terms and Review Questions Unit 19	Unit 19	Key Terms and Review Questions Unit 19	0.5 Hours			
	Key Terms and Review Questions Unit 20	Unit 20	Key Terms and Review Questions Unit 20	0.25 Hours			
	Transfer of Title	Unit 21	Unit 21	1.5 Hours			
	Real Estate Mathematics	Unit 22	Unit 22	0.5 Hours			
Session 16	Review of Unit 21 and 22			1.5 Hours	Thursday, Mar 06, 2025		
Self Study	Key Terms and Review Questions Unit 21	Unit 21	Key Terms and Review Questions Unit 21	0.5 Hours			
	Chapter 22 Review Questions	Unit 22	Chapter 22 Review Questions	1.5 Hours			

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Week 5						12.25	12.25
Session 17	Math Questions	Unit 22		2.25 Hours	Monday, Mar 10, 2025		
Session 18	Review Session Full Course	Units 1 through 22		3 Hours	Tuesday, Mar 11, 2025		
Session 19	Practice Exam	Practice Test B		4 Hours	Wednesday, Mar 12, 2025		
Session 20	Exam Review	Practice Test B		3 Hours	Thursday, Mar 13, 2025		
		Next Steps					
Total						35.75	72