



## 75 HOUR REAL ESTATE SALESPERSON CLASS

### VIRTUAL CLASS – EVENINGS (PT)

Flexible Start Dates • Start Anytime • Monday through Thursday 6 PM to 10 PM

<b>Day</b>	<b>Daily Content Covered</b>	<b>Hours</b>
<b>Tuesday, September 15th 2020</b>	Chapter 6 – Estates and Interests Chapter 7 – Ownership of Real Estate	4
<b>Wednesday , September 16th 2020</b>	Chapter 8 – Real Estate Taxes and Tax Aspects of Real Estate Ownership Chapter 9 – Land Use Regulations & Environmental Issues	4
<b>Thursday, September 17th 2020</b>	Chapter 10 – Listing Agreements Chapter 11 – Real Estate Contracts	4
<b>Monday ,September 21st 2020</b>	Chapter 12 – Leases: Landlord and Tenant	4
<b>Tuesday, September 22nd 2020</b>	Chapter 13 – Mortgages Chapter 14 – Financing I: Conventional, FHA and VA Loans	4
<b>Wednesday, September 23rd 2020</b>	Chapter 15 – Financing II: Primary and Secondary Markets Review Quiz – Chapters 9 through 15 Chapter 16 - Appraisal	4
<b>Thursday September 24th 2020</b>	Chapter 17 – Investment and Business Brokerage Chapter 18 – Subdivision & Development – Environmental Regulations	4
<b>Monday , September 28th 2020</b>	Chapter 19 – Legal Descriptions and Deeds Chapter 20 – Transfer of Title	4
<b>Tuesday , September 29th 2020</b>	Chapter 21 – Public Records, Titles and Chapter 22 – Real Estate Mathematics	4
<b>Wednesday , September 30th 2020</b>	Guest Speakers, Review and Testing.	4
<b>Thursday , October 1st 2020</b>	Guest Speakers, Review and Testing.	4
<b>Monday , October 5th 2020</b>	Chapter 1 – Real Estate Licensing	4
<b>Tuesday, October 6th 2020</b>	Chapter 2 – Commission Rules and Regulations	4
<b>Wednesday , October 7th 2020</b>	Chapter 3 – Agency, Brokerage and Ethical Considerations	4
<b>Thursday , October 8th 2020</b>	Chapter 4 – Fair Housing Chapter 5 – What Is Real Estate?	4
	Floating Saturday Review	