



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

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

Day	Daily Content Covered	Hours
Tuesday, January 19th 2021	Chapter 1 – Real Estate Licensing	4
Wednesday, January 20th 2021	Chapter 2 – Commission Rules and Regulations Chapter 3 – Agency, Brokerage and Ethical Considerations	4
Thursday, January 21th 2021	Chapter 3 – Agency, Brokerage and Ethical Considerations	4
Monday, January 25th 2021	Chapter 4 – Fair Housing	4
Tuesday, January 26th 2021	Chapter 5 – What Is Real Estate? Chapter 6 – Estates and Interests	4
Wednesday, January 27th 2021	Chapter 7 – Ownership of Real Estate Chapter 8 – Real Estate Taxes and Tax Aspects of Real Estate Ownership	4
Thursday, January 28th 2021	Chapter 9 – Land Use Regulations & Environmental Issues	4
Monday, February 1st 2021	Chapter 10 – Listing Agreements Chapter 11 – Real Estate Contracts	4
Tuesday, February 2nd 2021	Chapter 12 – Leases: Landlord and Tenant	4
Wednesday, February 3rd 2021	Chapter 13 – Mortgages Chapter 14 – Financing I: Conventional, FHA and VA Loans	4
Thursday, February 4th 2021	Chapter 15 – Financing II: Primary and Secondary Markets	4
Monday, February 8th 2021	Chapter 16 - Appraisal	4
Tuesday, February 9th 2021	Chapter 17 – Investment and Business Brokerage Chapter 18 – Subdivision & Development – Environmental Regulations	4
Wednesday, February 10th 2021	Chapter 19 – Legal Descriptions and Deeds Chapter 20 – Transfer of Title	4
Thursday, February 11th 2021	Chapter 21 – Public Records, Titles and Chapter 22 – Real Estate Mathematics	4
Monday, February 15th 2021	Pre-Test	4
Tuesday, February 16th 2021	Review	4
Wednesday, February 17th 2021	Final Exam	4