



## SYLLABUS - 75 HOUR REAL ESTATE SALESPERSON COURSE (HYBRID)

Live classes meet via zoom Monday through Friday for two weeks – 9:00 AM- 3:00 PM (plus video)

### FIRST WEEK

**1<sup>st</sup> Monday – Introduction, Orientation, Licensing, Rules and Regulations:** Chapters 1, 2 (Lank/Sobeck) (Handouts – Student Information Form, Sign-In sheet, PSI Booklet, Identogo) (Lab – REC enforcement activities [https://www.state.nj.us/dobi/division\\_rec/recdiscp.htm](https://www.state.nj.us/dobi/division_rec/recdiscp.htm)).

**1<sup>st</sup> Tuesday – Agency, Brokerage, Fair Housing, What is Real Estate:** Chapters 3, 4, 5 (Lank/Sobeck)

**1<sup>st</sup> Wednesday – Estates and Interests, Ownership of Real Estate, Real Estate Taxes:** Chapters 6, 7, 8 (Lank/Sobeck) (Handouts – Types of Tenancy (Kovats) p.205, Pan Am building)

**1<sup>st</sup> Thursday – Land Use, Environmental, Listing, Deeds:** Chapters 9, 10 (Lank/Sobeck) (Handout- Deeds (Kovats) p 297)

**1<sup>st</sup> Friday – Contracts, Leases:** Chapter 11, 12 (Lank/Sobeck) (Handout – CAN SPAM Rule, Letter of Intent, Love letter, FICO, CMA, Otteau, BPO)

### SECOND WEEK

**2<sup>nd</sup> Monday (Math Monday) – Math:** Chapter 25 pp. 475-503 (Kovats) (from resource file), **Mortgages:** Chapter 13 (Lank/Sobeck)

Lab: Mnemonic Device <https://www.youtube.com/watch?v=4KXy4ymIC5E>

Lab – Too Big to Fail: <https://www.youtube.com/watch?v=OqYTQB6lrQQ>

Lab - Big Short: <https://www.youtube.com/watch?v=3hG4X5iTK8M>

**2<sup>nd</sup> Tuesday – Loans - Financing I, Financing II Primary and Secondary Markets,:** Chapter 14, 15, 16 (Lank/Sobeck)

**2<sup>nd</sup> Wednesday – Appraisal, Investment and Business Brokerage, Subdivision, Deeds, Title:** Chapter 17, 18, 19, 20 (Lank/Sobeck)

**2<sup>nd</sup> Thursday – Public Records and Closings:** Chapter 21 (Lank/Sobeck), **Vocabulary:** Handout- Glossary, Chapter 29, pp.531-550, (Kovats), **Ethics:** Appendix A – Ethics, (Lank/Sobeck)

**2<sup>nd</sup> Friday – Review, Test Taking Strategies, Test 1:** Class from 9:00AM - 11:00PM,

**\*TEST\* from 1:00PM-3:00PM**

### **THIRD WEEK**

**3<sup>rd</sup> Monday through 3<sup>rd</sup> Thursday: Self Study (Video Library), evening class M-TH 6pm-10pm**

**3<sup>rd</sup> Friday – \*TEST\* from 1:00PM-3:00PM** (for those who didn't pass on 2<sup>nd</sup> Friday), file completion, timesheets.

**Option: Real Estate Career** - Real world of real estate, ICA, virtual offices, coaching, training, time blocking, guest speakers: (Handout-Interview questions)

#### ***Required/Provided:***

*Essentials of New Jersey Real Estate*, 18<sup>th</sup> Edition, DF Institute, La Crosse, WI, 2020, Lank/Sobeck, (ebook provided)

*Principles and Practices of New Jersey Real Estate*, 20<sup>th</sup> Edition, Kovco Publications, Maywood, NJ, 2017, Kovats, (handouts provided)

**Labs/Handouts:** consist of discussions, handouts (see resource file below), exploring websites, short video clips

#### ***Recommended:***

*Barron's Dictionary of Real estate Terms*, 9<sup>th</sup> Edition, Friedman, et.al, 2017, Barron's Educational Series, New York, NY, Optional purchase from 3<sup>rd</sup> party vendors.

Zoom Study Groups, Quizlet, Compucram, PrepAgent.com, Youtube for supplemental exam preparation (NJ Real Estate Salesperson topics)

Video - *Too Big to Fail*, 2009, (Film) Andrew Ross Sorkin, HBO, (2007-2008 Housing/ Financial Crisis)

Video - *The Big Short*, 2015, (Film) Adam McKay, George Randolph, Amazon Prime, (2007-2008 US Housing/ Financial Crisis)

Video – Long Island Divided, 2019, (Film) Newsday (Institutional Discrimination in Real Estate), <https://bit.ly/longislanddivided>

#### **AFTER COMPLETING 75 HOUR CLASS AND PASSING THE IN CLASS TEST THE NEXT STEPS ARE:**

SCHEDULE PSI TEST: <https://home.psiexams.com/#/home>

FILL OUT FINGERPRINT FORM (print and fill out form before scheduling):

[https://www.state.nj.us/dobi/division\\_rec/licensing/forms/uniform\\_sales\\_051719\\_v1.pdf](https://www.state.nj.us/dobi/division_rec/licensing/forms/uniform_sales_051719_v1.pdf)

SCHEDULE FINGERPRINT APPOINTMENT: <https://uenroll.identogo.com/>

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**RESOURCE FILE: <http://www.fetzko.com/main/pages/cjrei.html>**