



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

| Date | Session | Topics | Units in Book | Hours |
|-------------------|----------------|----------------------------------------------------------------------------------------------------|--------------------------------|--------------|
| Thu, Mar 13, 2025 | Session 20 | Exam Review | Practice Test B / Next b Steps | 3 |
| Tue, Mar 18, 2025 | Session 1 | Course Structure & Intro to Real Estate | Introduction | 1 |
| | Self Study | What is Real Estate & Real Estate Licensing | Units 1 & Unit 5 | 2 |
| Wed, Mar 19, 2025 | Session 2 | Review of Units 1 & 5 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 1 & 5 Real Estate Commission Rules and Regulations & Agency | Units 1, 2, 3 & 5 | 3 |
| Thu, Mar 20, 2025 | Session 3 | Review of Unit 2 & CEPA and other updates | | 1.5 |
| | Self Study | Key Terms and Review & Questions Unit 2 & Agency | Units 2 & 3 | 3 |
| Mon Mar 24, 2025 | Session 4 | Review of Unit 3 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 3 & Fair Housing | Units 3 & 4 | 2 |
| Tue, Mar 25, 2025 | Session 5 | Review of Unit 4 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 4 & Estates and Interests & Ownership of Real Estate | Units 4 , 6 & 7 | 2.5 |
| Wed, Mar 26, 2025 | Session 6 | Review of Units 6 & 7 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 6 & 7, Taxes, Land Use Regulations and Environmental Issues | Units 6, 7, 8 & 9 | 2.75 |
| Thu, Mar 27, 2025 | Session 7 | Review of Units 8 and 9 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 8 & 9, Listing Agreements, Contracts | Units 8, 9,10 & 11 | 3.75 |
| Mon, Mar 31, 2025 | Session 8 | Review of Unit 10 and 11 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 10 & 11, Leases | Units 10, 11 & 12 | 2.5 |

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| Tue, Apr 01, 2025 | Session 9 | Review of Unit 12 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 12, Mortgages | Units 12 & 13 | 1.75 |
| Wed, Apr 02, 2025 | Session 10 | Review of Unit 13 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 13, Financing I | Units 13 & 14 | 2 |
| Thu, Apr 03, 2025 | Session 11 | Review of Unit 14 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 14, Financing II | Units 14 & 15 | 2.25 |
| Mon, Apr 07, 2025 | Session 12 | Review of Unit 15 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 15, Appraisal | Units 15 & 16 | 2.5 |
| Tue, Apr 08, 2025 | Session 13 | Review of Unit 16 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 16, Investment and Business Brokerage, Subdivision and Development | Units 16, 17 & 18 | 2.5 |
| Wed, Apr 09, 2025 | Session 14 | Review of Unit 17 and 18 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 17 & 18, Legal Descriptions and Deeds, Transfer of Title | Units 17, 18, 19 & 20 | 2.5 |
| Thu, Apr 10, 2025 | Session 15 | Review of Unit 19 and 20 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 19 & 20, Transfer of Title, Real Estate Mathematics | Units 19, 20, 21 & 22 | 2.75 |
| Mon, Apr 14, 2025 | Session 16 | Review of Unit 21 and 22 | | 1.5 |
| | Self Study | Key Terms and Review Questions Unit 21, Chapter 22 Review Questions | Units 21 & 22 | 2 |
| Tue, Apr 15, 2025 | Session 17 | Math Questions | Units 22 | 2 |
| Wed, Apr 16, 2025 | Session 18 | Review Session Full Course | Units 1 through 22 | 3 |
| Thu, Apr 17, 2025 | Session 19 | Practice Exam | Practice Test B | 4 |
| Total Hours | | | | 75 |