



Real Estate Sales / Fall 2020

Savannah Pre-License Course

September 17 – December 17, 2020

Course Syllabus

No recruiting for employment for any real estate brokerage is allowed in this class or on the school premises by any students. Report promptly any efforts to recruit by anyone to the Director for AREEC or to the Georgia Real Estate Commission by calling 404.656.3916. (Commission Rule 520-2.15)

TO SIGN UP CALL Leigha Lowery 912-790-6938 or email leigha@mycbhomes.com
Instructor – Dean Estridge 912-658-9000 Email: dean@mycbhomes.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Thursday	September 17, 2020	Orientation/ Property
2	7.0	Tuesday	September 22, 2020	Rights
3	10.5	Thursday	September 24, 2020	Ownership
4	14.0	Tuesday	September 29, 2020	Transfer
5	17.5	Thursday	October 1, 2020	Transfer/Government
6	21.0	Tuesday	October 6, 2020	Government
7	24.5	Thursday	October 8, 2020	Agency
8	28.0	Tuesday	October 13, 2020	Agency / Contracts
9	31.5	Thursday	October 15, 2020	Contracts / Leases
10	35.0	Tuesday	October 20, 2020	Leases / Forms
11	38.5	Thursday	October 22, 2020	Practical Forms / Review
12	42.0	Tuesday	October 27, 2020	MIDTERM EXAM
13	45.5	Thursday	October 29, 2020	Value
14	49.0	Tuesday	November 3, 2020	Value / Value Practical
15	52.5	Thursday	November 5, 2020	Finance
16	56.0	Tuesday	November 10, 2020	Finance
17	59.5	Thursday	November 12, 2020	Finance Practical
18	63.0	Tuesday	November 17, 2020	Sellers Cost
19	66.5	Thursday	November 19, 2020	Buyers Cost
20	70.0	Tuesday	November 24, 2020	License Law
21	73.5	Tuesday	December 1, 2020	Rules and Regulations
22	77.0	Thursday	December 3, 2020	Rules & Regs / R.E. Math
23	80.5	Tuesday	December 8, 2020	NAR Code of Ethics
<u>24</u>	<u>0</u>	<u>Thursday</u>	<u>December 10, 2020</u>	<u>Optional CRAM Course</u>
25	84.5	Tuesday	December 15, 2020	FINAL EXAM
26	0	Thursday	December 17, 2020	FINAL RETAKE

Class Times: Evening classes 6:00 PM to 9:30 PM,
Optional Cram Course is December 10 / 6:00 PM – 9:30 PM
CRAM Course cannot be used as make up for missed classes.

Class Dates and Topics are subject to change.
If a class date change is necessary, a 2-day notice will be provided.

Academy for Real Estate Education and Consulting

Director: Tom Woiwode...Cell – 912-695-1581... School Code - 421
 6349 Abercorn Street, Savannah, GA 31405... Email: teacher@areec.com



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Notice to Students – Please Read – Important Information

This class is a 75 hour, Sales-person Pre-license class approved by the Georgia Real Estate Commission. With successful completion, students will be certified to take the state Salesperson exam administered by Applied Measurement Professionals (www.goAMP.com). AMP has a testing facility in Savannah.

Location of Class

Classroom is located on the second floor of the Coldwell Banker building at 6349 Abercorn Street, Savannah, GA 31405.

Instructor – Dean Estridge Cell: 912-658-9000 Blog: <http://www.mgare.org> Website: www.MGARE.org

School Administrator – Leigha Lowery

Email: Leigha@mycbhomes.com

School Director – Tom Woiwode

Cost

\$450 – Includes book, tuition, handouts and materials, and Cram course prior to exam. Can be paid by cash, check, or charge card. You must pay in person. There is a \$25 discount if paid in full in cash 15 days before class begins. **Final day to receive discount is September 2, 2020.**

Books and Materials

Books and materials are provided and there is no additional cost. These items are included in tuition.

Grading and Attendance

In order to successfully complete this course, you must attend 75 hours of instruction. There are 84 hours of instruction on the schedule. You may miss up to 2 classes, but it is not recommended you miss any classes.

Classwork that must be completed to be eligible to take the final exam:

- 75 Hours of attendance
- Take the Midterm Exam
- Complete Contract assignment
- Complete Valuation assignment
- **Take and pass the final exam with 72% or greater**

Books will be ordered based on the number of students who have paid 10 days prior to class beginning. If you pay later than 10 days prior to class start, you will risk not having a book for the first night of class, but you will receive a book on class night number two.

No personal checks will be accepted after September 7, 2020

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