



Spring 2019 Real Estate Sales Savannah Pre-License Course March 28, 2019 – June 27, 2019 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 MELISSA 912-790-6938 or email melissa@mycbhomes.com

Instructor – Dean Estridge 912.658.9000 Email: dean@mycbhomes.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Thursday	March 28, 2019	Orientation/ Property
2	7.0	Tuesday	April 2, 2019	Rights
3	10.5	Thursday	April 4, 2019	Ownership
4	14.0	Tuesday	April 9, 2019	Transfer
5	17.5	Thursday	April 11, 2019	Transfer/Government
6	21.0	Tuesday	April 16, 2019	Government
7	24.5	Thursday	April 18, 2019	Agency
8	28.0	Tuesday	April 23, 2019	Agency / Contracts
9	31.5	Thursday	April 25, 2019	Contracts / Leases
10	35.0	Tuesday	April 30, 2019	Leases / Forms
11	38.5	Thursday	May 2, 2019	Practical Forms / Review
<u>12</u>	<u>42.0</u>	<u>Tuesday</u>	<u>May 7, 2019</u>	<u>MIDTERM EXAM</u>
13	45.5	Thursday	May 9, 2019	Value
14	49.0	Tuesday	May 14, 2019	Value / Value Practical
15	52.5	Thursday	May 16, 2019	Finance
16	56.0	Tuesday	May 21, 2019	Finance
17	59.5	Thursday	May 23, 2019	Finance Practical
18	63.0	Tuesday	May 28, 2019	Sellers Cost
19	66.5	Thursday	May 30, 2019	Buyers Cost
20	70.0	Tuesday	June 4, 2019	License Law
21	73.5	Thursday	June 6, 2019	Rules and Regulations
22	77.0	Tuesday	June 11, 2019	Rules & Regs / R.E. Math
23	80.5	Thursday	June 13, 2019	NAR Code of Ethics
<u>24</u>	<u>0</u>	<u>Tuesday</u>	<u>June 18, 2019</u>	<u>Optional CRAM Course</u>
<u>25</u>	<u>84.5</u>	<u>Tuesday</u>	<u>June 25, 2019</u>	<u>FINAL EXAM</u>
<u>26</u>	<u>0</u>	<u>Thursday</u>	<u>June 27, 2019</u>	<u>FINAL RETAKE</u>
<p>Class Times: Evening classes 6:00 PM to 9:30 PM, Optional Cram Course is Tuesday, June 18 - 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. <i>If a class date change is necessary, a 2-day notice will be provided.</i></p>				

The Academy for Real Estate Education and Consulting

Director: Tom Woivode...Cell - 912.695.1581... School Code - 421

6349 Abercorn Street...Savannah, GA...31405...Phone: 912.790.6902... 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.areec.com> Website: www.AREEC.com

School Administrator – Melissa Bowles/Savannah Email: Melissa@mycbhomes.com

School Coordinator – Tracey MacDonald/Brunswick/SSI/Kingsland Email: Tracey@mycbhomes.com

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 April 1, 2018.**

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 75% 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 March 8, 2019

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