

**Winter – Pre License – 2023**

**START DATE: MONDAY 1/09/2023 COMPLETION DATE: MONDAY 4/12/2023**

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| **DATE** | **DESCRIPTION** | **HOURS** |
| MON – 1/9 | ORIENTATION | 0.00 |
| WED – 1/11 | Chp 1: Introduction to Real Estate & Chp 2: Nature and Description of Real Estate | 3.75 |
| WED – 1/18 | Chp 3: Rights and Interest in Land & Chp 4: Forms of Ownership | 3.75 |
| MON – 1/23 | Chp 5: Fair Housing, Chp 6: Condos, Co-Ops & Timeshares, Chp 7: Land Use Controls | 3.75 |
| WED – 1/25 | Chp 8: The Principal Broker Relationship- Agency | 3.75 |
| MON – 1/30 | Chp 9: Contract Law | 3.75 |
| WED – 2/1 | Chp 10: The Principal Broker Relationship- Employment | 3.75 |
| MON – 2/6 | Chp 11: Real Estate Contract and Purchase & Sale Agreement Practical | 3.75 |
| WED – 2/8 | Chp 12: Lending Practices & Chp 13: The Loan & The Consumer | 3.75 |
| MON – 2/13 | Chp 14: Sources of Financing & Chp 15: Types of Financing | 3.75 |
| WED – 2/15 | Chp 15: Types of Financing & Chapters 1-15 REVIEW | 3.75 |
| MON – 2/27 | MIDTERM EXAM | 0.00 |
| WED – 3/1 | Chp 16: Notes & Securities | 3.75 |
| MON – 3/6 | Chp 17: Taxes and Assessments | 3.75 |
| WED – 3/8 | Chp 18: The Real Estate Appraisal | 3.75 |
| MON – 3/13 | Chp 18: Appraisal Practical | 3.75 |
| WED – 3/15 | Chp 19: Closing the Transaction-Seller Worksheet | 3.75 |
| MON – 3/20 | Chp 20: Transferring Title & Chp 21: Recordation, Abstracts, Title Insurance | 3.75 |
| WED – 3/22 | Chp 22: Real Estate Lease and Lease Practical | 3.75 |
| MON – 3/27 | Chp 23: Georgia License Law | 3.75 |
| WED – 3/29 | Chp 24: Georgia Rules and Regulations | 3.75 |
| MON – 4/3 | Chp 25: Georgia Practice | 3.75 |
| WED – 4/5 | Ethics | 3.75 |
| MON – 4/10 | Final Review of ALL CHAPTERS | 0.00 |
| WED – 4/12 | FINAL EXAM | 0.00 |
| MON – 4/17 | FINAL RETAKE | 0.00 |

**Students are required to be on time. Class begins at 6:00PM**. There will be a break from 8:00-8:15. Students are responsible for reading the material and completing the quiz on each chapter prior to each session.

The total hours of sessions is equal to 78.75. Each student is **required** to be in the classroom, as mandated by the Georgia Real Estate Commission, complete all required assignments, and pass the school exit exam with a 75% or better to qualify to sit for the state exam. Any portion of a session missed will result in lost hours for that session. Class begins promptly at 6:00PM.

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