



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

1st Monday – Introduction, Orientation, Licensing, Rules and Regulations: Chapters 1, 2 (Lank/Sobeck) (Handouts (from resource file) – Student Information Form, Sign-In sheet, PSI Booklet, Identogo) (Lab – REC enforcement activities https://www.state.nj.us/dobi/division_rec/recdiscp.htm).

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

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

1st Thursday – Land Use, Environmental, Listing, Deeds: Chapters 9, 10 (Lank/Sobeck) (Handout (from resource file) - Deeds (Kovats) p 297)

1st Friday – Contracts, Leases: Chapter 11, 12 (Lank/Sobeck) (Handouts (from resource file) – CAN SPAM Rule, Letter of Intent, Love letter, FICO, CMA, Otteau, BPO)

SECOND WEEK

2nd 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>

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

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

2nd Thursday – Public Records and Closings: Chapter 21 (Lank/Sobeck), **Vocabulary:** Handouts (from resource file) - Glossary, Chapter 29, pp.531-550, (Kovats), **Ethics:** Appendix A – Ethics, (Lank/Sobeck)

2nd Friday – Review, Test Taking Strategies, Test 1: Class from 9:00AM - 11:00PM,

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

THIRD WEEK

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

3rd Friday – *TEST* from 1:00PM-3:00PM (for those who didn't pass on 2nd 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, 18th Edition, DF Institute, La Crosse, WI, 2020, Lank/Sobeck, (ebook provided)

Principles and Practices of New Jersey Real Estate, 20th 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, 9th Edition, Friedman, et.al, 2017, Barron's Educational Series, New York, NY, Optional purchase from 3rd 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

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

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