

COURSE SYLLABUS

75-HOUR REAL ESTATE SALESPERSON
&
CONTINUING EDUCATION

PLEASE NOTE:

****REQUIRED SP1 MUST BE TAKEN AS FIRST COURSE WHEN REGISTERING FOR THE 75-HOUR SALESPERSON LICENSING**

ONCE COMPLETED SP1, COURSES CAN BE TAKEN IN ANY ORDER

FOR MORE INFO EMAIL
INFO@SUITERTCENTER.COM



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SP Course #	Topic
1	LICENSE LAW
	LICENSE SAFETY
2	LAW OF AGENCY (PART 1)
	INDEPENDENT CONTRACTORS
3	LAW OF AGENCY
4	ESTATES AND INTEREST
5	LIENS AND EASEMENTS
	LEASES
6	SALES CONTRACTS
	DEEDS
7	TITLE CLOSING
	CONTRACT PREPARATION
8	REAL ESTATE FINANCES
	MORTGAGE BROKERAGE
9	REAL ESTATE FINANCES
	REAL ESTATE MATHEMATICS
10	ENVIRONMENTS ISSUES
11	VALUATION PROCESS
12	HUMAN RIGHTS & FAIR HOUSING
13	PROPERTY INSURANCE
	PROPERTY MANAGEMENT
14	LAND USE REGULATION
15	MUNICIPAL AGENCY
	CONSTRUCTION
16	COOPERATIVES & CONDOMINIUMS
17	COMMERCIAL INVESTMENT (PART 1)
18	COMMERCIAL INVESTMENT (PART 2)
19	TAXES & ASSESSMENT
20	INCOME TAX & REAL ESTATE TRANSACTIONS
-	CODE OF ETHICS
-	NOTARY PUBLIC
-	REAL ESTATE PRACTICE UNDER ARTICLE 12-A REAL PROPERTY LAW
-	NOTARY PUBLIC SIGNING AGENT (NSA)