



Real Estate Sales / Fall 2023

Savannah Pre-License

Course

September 6th -November 29th,2023

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 Courtney Mobley 912-352-1222 or email:

courtney@mycbhomes.com

Instructor – Paul Jackson, 912-228-9511, email: paul@mycbhomes.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Wednesday	September 6,2023	Orientation/ Property
2	7.0	Monday	September 11,2023	Rights
3	10.5	Wednesday	September 13, 2023	Ownership
4	14.0	Monday	September 18, 2023	Transfer
5	17.5	Wednesday	September 20, 2023	Transfer/Government
6	21.0	Monday	September 25, 2023	Government
7	24.5	Wednesday	September 27,2023	Agency
8	28.0	Monday	October 2,2023	Agency / Contracts
9	31.5	Wednesday	October 4,2023	Contracts / Leases
10	35.0	Monday	October 9,2023	Leases / Forms
11	38.5	Wednesday	October 11,2023	Practical Forms / Review
12	42.0	Monday	October 16 ,2023	MIDTERM EXAM
13	45.5	Wednesday	October 18,2023	Value
14	49.0	Monday	October 23,2023	Value / Value Practical
15	52.5	Wednesday	October 25,2023	Finance
16	56.0	Monday	October 30, 2023	Finance
17	59.5	Wednesday	November 1,2023	Finance Practical
18	63.0	Monday	November 6,2023	Sellers Cost
19	66.5	Wednesday	November 8,2023	Buyers Cost
20	70.0	Monday	November 13,2023	License Law
21	73.5	Wednesday	November 15,2023	Rules and Regulations
22	77.0	Monday	November 20,2023	Rules & Regs / R.E. Math
23	80.5	Wednesday	November 22,2023	NAR Code of Ethics
24	0	SATURDAY	November 25 2023	Optional CRAM Course
25	84.5	Monday	November 27, 2023	FINAL EXAM
26	0	Wednesday	November 29, 2023	FINAL RETAKE

Class Times: Evening classes 6:00 PM - 9:30 PM,
Optional Cram Course is November 25 ,2023/ 9-12PM
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.

The Academy for Real Estate Education and Consulting

Director: Tom Woiwode...School Code - 421

128 Habersham...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 at Vaden Support Center 12020 Abercorn Street, Savannah, GA 31419. Parking is available behind the building. Entrance to the Facility is on the side closest to CVS/Farah and Farah. Main Lobby entrance is a large glass front entrance.

Instructor – Paul Jackson; Cell: 912-228-9511, Blog: <http://www.areec.com>, Website: www.AREEC.com

School Administrator – Courtney Mobley; Phone: 912-352-1222; Email: courtney@mycbhomes.com

Cost

\$475 – Tuition includes **RED Book, Cram Course, Cram Course Study Guide**, and handouts/materials. It can be paid by cash, check, or charge card. There is a \$25 discount if paid in full in **cash** 15 days before class begins. **Final day to receive discount is August 22nd, 2023.**

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 4 classes, but **only 2** can be made up. However, 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.

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