



Real Estate Sales / Winter Class 2023

Savannah Pre-License Course

January 12th, 2023 –April 13th 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 Taylor Long 912-790-6963 or email taylor@mycbhomes.com
Instructor – Dean Estridge 912-658-9000 Email: dean@mycbhomes.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Thursday	January 12, 2023	Orientation/ Property
2	7.0	Tuesday	January 17, 2023	Rights
3	10.5	Thursday	January 19, 2023	Ownership
4	14.0	Tuesday	January 24, 2023	Transfer
5	17.5	Thursday	January 26, 2023	Transfer/Government
6	21.0	Tuesday	January 31,2023	Government
7	24.5	Thursday	February 2, 2023	Agency
8	28.0	Tuesday	February 7, 2023	Agency / Contracts
9	31.5	Thursday	February 9, 2023	Contracts / Leases
10	35.0	Tuesday	February 14,2023	Leases / Forms
11	38.5	Thursday	February 16,2023	Practical Forms / Review
12	42.0	Tuesday	February 21,2023	MIDTERM EXAM
13	45.5	Thursday	February 23,2023	Value
14	49.0	Tuesday	February 28,2023	Value / Value Practical
15	52.5	Thursday	March 2,2023	Finance
16	56.0	Tuesday	March 7,2023	Finance
17	59.5	Thursday	March 9, 2023	Finance Practical
18	63.0	Tuesday	March 14, 2023	Sellers Cost
19	66.5	Thursday	March 16,2023	Buyers Cost
20	70.0	Tuesday	March 21,2023	License Law
21	73.5	Thursday	March 23,2023	Rules and Regulations
<u>22</u>	77.0	Tuesday	March 28,2023	Rules & Regs / R.E. Math
23	80.5	Thursday	March 30,2023	NAR Code of Ethics
24	0	Tuesday	April 4,2023	Optional CRAM Course
25	84.5	Tuesday	April 11,2023	FINAL EXAM
26	0	Thursday	April 13,2023	FINAL RETAKE
<p>Class Times: Evening classes 6:00 PM to 9:30 PM, Optional Cram Course is APRIL 4 / 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. If a class date change is necessary, a 2-day notice will be provided.</p>				

The Academy for Real Estate Education and Consulting

Director: Tom Woiwode...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>

School Administrator – Taylor Long 912-790-6963 or email taylor@mycbhomes.com

Website: www.AREEC.com

Cost

\$475 – Includes Book, Tuition, handouts and materials, Cram Course Book, 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 December 28th, 2022.**

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 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.

No personal checks will be accepted after December 28th 2022

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