



2026 Real Estate Sales Pre-License Course

January 26, 2026 – May 6, 2026 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)

Instructor – Robert Kozlowski Direct (no text) – 912.231.4056
Email: robert@mycbhomes.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Monday	January 26	Orientation/ Property
2	7.0	Wednesday	January 28	Rights
3	10.5	Monday	February 2	Ownership
4	14.0	Wednesday	February 4	Transfer
5	17.5	SATURDAY	February 7	10 am – 1:30 pm Transfer/Government
6	21.0	Monday	February 9	Government
7	24.5	Wednesday	February 11	Agency
8	28.0	Monday	March 2	Agency / Contracts
9	31.5	Wednesday	March 4	Contracts / Leases
10	35.0	SATURDAY	March 7	10 am – 1:30 pm Leases / Forms
11	38.5	Monday	March 9	Practical Forms / Review
12	42.0	Wednesday	March 11	MID-TERM
13	45.5	Wednesday	March 18	Value
14	49.0	Monday	March 23	Value / Value Practical
15	52.5	Wednesday	March 25	Finance
16	56.0	Monday	March 30	Finance
17	59.5	Wednesday	April 1	Finance Practical
18	63.0	Monday	April 6	Sellers Cost
19	66.5	Monday	April 13	Buyers Cost
20	70.0	Wednesday	April 15	License Law
21	73.5	Monday	April 20	Rules and Regulations
22	77.0	Monday	April 27	Rules & Regs /math
23	80.5	Saturday	May 2	10 am -1:30 pm NAR Code of Ethics
24	0	Monday	MAY 4	6 am – 10 pm OPTIONAL CRAM CLASS
25	84.0	Wednesday	MAY 6	FINAL EXAM
26	0	Wednesday	May 11	FINAL RETAKE

Class will be held at 1965 Glynn Avenue Brunswick, GA 31520
Class Times: Evening classes 6:00 PM to 9:30 PM,
Saturday Classes are 10 am – 1:30 pm
Optional Cram Course is Monday, May 4, 2026 6 am – 10 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.

The Academy for Real Estate Education and Consulting

Director: Tom Woiwode...Cell - 912.695.1581... School Code – 421

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