

# Georgia Real Estate Salespersons Course

## - Course Syllabus -



# Mission Statement

The mission of RealEstateU® is to provide practical, innovative, and quality online education for those seeking to enter into the real estate industry, and for existing practitioners seeking to renew their real estate license.

RealEstateU's courses consist of online video/audio training, taught by experienced professionals, which are designed to satisfy the needs of the fast-paced, time-constrained real estate professional.

# Table of contents:

Contact Information

Refund Policy

Course Completion Deadline

System Requirements

About the Course

Getting Your Real Estate License

Timed Course Outline

# SYLLABUS

## Contact Information

If you have questions regarding the course material, please email the course instructor, Andrew Anic, at: [instructor@realestateu.com](mailto:instructor@realestateu.com)

If you have questions regarding technical support, please email our support team at: [support@realestateu.com](mailto:support@realestateu.com)

Your questions will be answered within 24 hours. Working hours are from 9am-5pm EST, Monday through Friday.

Please visit the [FAQ page](#) first and see if you can find the answers to your questions.

## Refund Policy

The RealEstateU® online Georgia Real Estate Salespersons course is eligible for a refund within 30 days of purchase, and only if the student has NOT completed more than 50% of the course. All refunds are subject to a \$20 Administrative Fee. Any refunds by RealEstateU® can only be granted if the student purchased the course directly through the RealEstateU® website.

Students looking to obtain a refund for courses purchased through Groupon and/or LivingSocial will have to contract Groupon and/or LivingSocial to obtain a refund in accordance with their refund policy.

## Course Completion Deadline

Students have 12 months to complete the entire 75-hour pre-licensing course (including the Final Exam).

Once the course expires, the student will have to pay a fee in order to re-activate the course.

## System Requirements

### What Browsers to Use

This course is meant to be viewed using the most popular web browsers: Google Chrome, Safari, FireFox/Mozilla, and Internet Explorer. Parts of this course may not display or function properly if viewed on other browsers. We recommend using Google Chrome when taking the course.

The course is updated to work with the latest version of each browser. Please keep your web browser updated.

## **Operating System**

Windows 7, Windows Vista, Windows XP (SP 2+)

Streaming video also supported on: Mac OS X 10.1 or higher Linux/Solaris distributions with Mozilla 1.4+ or Netscape 7.1+

## **Processor**

At least 500Mhz Intel Pentium/Celeron Family or AMD K8/Athlon/Duron Family or compatible RAM 256 MB RAM

## **Software**

Internet Explorer 11.0+ or Mozilla Firefox 44.0+ with JavaScript Enabled Windows Media Player 11.0+ Adobe Acrobat 6.0+ Flash Player 9.0+ or Shockwave Player 10.0+ Java 6.0+

## **Connectivity**

Broadband (cable/DSL/T-1), Download speed 500K+

## **Display**

1024 x 768 minimum

# **About the Course**

## **Course Structure**

The course is divided into Chapters/Modules. The Chapters comprise of Lessons, which are individually timed and locked in a sequence so you CANNOT skip ahead in the course.

## **Timers**

Each lesson has a countdown timer that must reach 0:00 before a **"Mark Complete Lesson"** button will be activated. The timer is located on the bottom left corner of each lesson page. Once the timer reaches 0:00 it will be replaced by the "Mark Lesson Complete" button. You MUST click on the "Mark Lesson Complete" button to unlock the next lesson in the course.

## **Completed Lessons**

Completed lessons will automatically be marked with a green dot.

## **Course Menu**

### **A. For those who use a desktop computer or laptop**

To navigate the course and go back to any previous lessons, you can use the course menu displayed on the left side of the screen.

### **B. For those who use a mobile device (smartphone or tablet)**

To navigate the course and go back to any previous lessons you can use the course menu which is located at the top left side on mobile devices (indicated with 3 horizontal lines).

The timer and "Mark Lesson Complete" button will be available at the very bottom of the screen.

### **Audio Lessons**

The course primarily consists of audio lessons, which are played on a video player. If the video player takes too long to load, please check your internet connection.

### **Transcripts**

Below each audio lecture is a transcript. Please scroll down below the video player to see the transcripts.

### **Key Terms**

Many lessons include 'Key Terms to Know', which are located below the video player. Please make sure you scroll down below the video player to see the key terms.

### **Chapter Quizzes**

At the end of each chapter is a Chapter Quiz. You must complete the Chapter Quiz with a 70% passing grade in order to advance to the next Chapter.

### **Final Exam**

The Final Exam is the last chapter in the course. You cannot reach the Final Exam until you 'Mark Complete' all the lessons in the course, including the Final Steps Chapter.

The final exam is password protected.

Once you reach the final exam section, you will have to reserve your exam date with ProctorU. All details regarding your online proctoring with ProctorU will be available in the Final Steps section of the course.

## **Getting Your Real Estate License**

### **Age and Residency Requirement**

In order to obtain your Georgia real estate salespersons license, you must be a citizen of the United States or a lawfully admitted alien, eighteen (18) years of age or older.

Applicants may take the salesperson's examination at age 17, but cannot activate their license until they are 18.

### **Education Requirement**

In order to obtain your Georgia real estate salespersons license, you must be a high school graduate or the holder of a certificate of equivalency.

## **Getting Your Real Estate License**

### **Step 1:**

Complete the 75-Hour Georgia Real Estate Salespersons Course

### **Step 2:**

Pass the RealEstateU Final Exam

- **Per Georgia Law, the final exam must be proctored.**
- The final exam consists of **100 multiple-choice questions**, with a 200 minute time limit.
- Students must answer at least **75 out of 100** questions correctly (**75%**) in order to pass the final exam.
- The final exams are proctored online by "ProctorU".
- Students are responsible for paying the proctoring fee of \$15 per each final exam attempt. The fee is paid directly to "ProctorU" when scheduling your final exam.
- The Georgia Real Estate Commission only allows up to 2 attempts at the final exam. If a student does not pass the final exam on the 2nd attempt, they must retake the 75-hour Georgia Real Estate Salespersons course.

### **Step 3:**

Pass the State Exam

- The State exam is administered in-person by AMP.
- The examination fee is \$121.

### **Step 4:**

File Your Salesperson License Application

- Students have 12 months to apply for their license after passing the State exam.
- Students who apply for their license within 3 months of passing the State exam pay a licensing fee of \$170.
- Students who apply for their license between 3 and 12 months of passing the State exam pay a licensing fee of \$340.
- Students who do not apply for their license within 12 months must retake the State exam and pay the \$121 examination fee.

### **Step 5:**

Active / Inactive Status

- Any student who passes the State exam may apply to place his or her license on inactive status rather than activating it with a broker. In any case, the student must pay the appropriate licensing fee. Any licensee who places a license on inactive status must also pay the renewal fees as they come due.
- Any student who successfully passes the State exam may apply to activate his or her license with a broker using the Sponsoring Broker Statement Application. The application must be signed by the sponsoring broker.



<b>TIMED COURSE OUTLINE</b>		
<b>Lesson #</b>	<b>LESSON</b>	<b>COURSE TIMER</b>
	<b>Chapter 1 - The Real Estate Business</b>	
1.0	Chapter 1: Learning Objectives	0:01:00
1.1	Kinds of Professional Activity	0:11:00
1.1a	Real Estate Professionals Infographic	0:07:00
1.2	Kinds of Property	0:10:00
1.2a	Types of Property Infographic	0:07:00
1.3	Factors Affecting Real Estate Markets	0:11:00
1.3a	Supply and Demand Infographic	0:08:00
1.4	Industry Trends	0:05:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>
	<b>Chapter 2 - The Georgia Real Estate License Law</b>	
2.0	Chapter 2: Learning Objectives	0:01:00
2.1	The Georgia Real Estate Commission	0:07:00
2.2	Rule 520-1-.04 Obtaining a License	0:23:00
2.3	Rule 520-1-.05 Maintaining a License	0:12:00
2.4	Rule 520-1-.06 Brokerage Relationships	0:07:00
2.5	Rule 520-1-.07 Management Responsibilities of Real Estate Firms	0:06:00
2.6	Rule 520-1-.08 Managing Trust Accounts and Trust Funds	0:08:00
2.7	Rule 520-1-.09 Advertising	0:06:00
2.8	Rule 520-1-.10 Handling Real Estate Transactions	0:06:00
2.9	Rule 520-1-.11 - Rule 520-1-.13 Licensees Acting as Principals / Business Brokerage / Fair Housing	0:04:00
	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
	<b>Chapter 3 - The Georgia Code</b>	
3.0	Chapter 3: Learning Objectives	0:01:00
3.1	The Georgia Real Estate Commission	0:05:00
3.2	Obtaining a License	0:06:00
3.3	Required Fees	0:03:00
3.4	Power of the Commission to Issue, Suspend, or Revoke a License	0:06:00

3.5	Brokerage Management	0:03:00
3.6	Escrow Accounts and Recovery Fund	0:06:00
3.7	Violations	0:05:00
3.8	Judicial Review	0:03:00
3.9	Acting Without a License	0:02:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 4 - Home Ownership</b>	
4.0	Chapter 4: Learning Objectives	0:01:00
4.1	Types of Housing Accommodations	0:17:00
4.2	Factors Affecting Home Ownership	0:13:00
4.3	Tax and Investment Aspects of Ownership	0:29:00
4.3a	Depreciation Infographic	0:04:00
4.4	Homeowners Insurance	0:16:00
	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
	<b>Chapter 5 - Land, Real Estate and Real Property</b>	
5.0	Chapter 5: Learning Objectives	0:01:00
5.1	Land, Real Estate and Real Property	0:22:00
5.1a	Land, Real Estate and Real Property Infographic	0:06:00
5.1b	Bundle of Rights Infographic	0:06:00
5.1c	Surface Rights, Subsurface Rights and Air Rights Infographic	0:06:00
5.2	Real Estate vs. Personal Property	0:23:00
5.2a	Fixtures Infographic	0:07:00
5.2b	Personal Property Infographic	0:07:00
5.3	Characteristics of Real Estate	0:22:00
	LESSON QUIZ (25 Questions)	0:25:00
	Break Time	0:25:00
	<b>TOTAL</b>	<b>2:30:00</b>
	<b>Chapter 6 - Public and Private Land Use Controls</b>	
6.0	Chapter 6: Learning Objectives	0:01:00
6.1	Local, State and Federal Ownership of Land	0:08:00

6.2	Comprehensive Plans	0:12:00
6.3	Zoning Ordinances	0:19:00
6.3a	Building Envelope Infographic	0:05:00
6.3b	Floor Area Ratio Infographic	0:04:00
6.4	Subdivision Regulations	0:14:00
6.5	Building Codes	0:25:00
6.6	Environmental Protection Legislation	0:16:00
6.7	Interstate Land Sales Full Disclosure Act	0:16:00
	LESSON QUIZ (30 Questions)	0:30:00
	Break Time	0:30:00
	<b>TOTAL</b>	<b>3:00:00</b>
	<b>Chapter 7 - Interests in Real Estate</b>	
7.0	Chapter 7: Learning Objectives	0:01:00
7.1	Government Powers	0:31:00
7.1a	PETE Infographic	0:07:00
7.2	Freehold Estates: Fee Simple Estate	0:09:00
7.3	Freehold Estates: Life Estate	0:08:00
7.3a	Life Estates Infographic	0:07:00
7.4	Water Rights	0:09:00
7.4a	Water Rights Infographic	0:08:00
	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
	<b>Chapter 8 - Encumbrances</b>	
8.0	Chapter 8: Learning Objectives	0:01:00
8.1	Liens	0:14:00
8.2	Deed Restrictions	0:12:00
8.3	Easements	0:14:00
8.3a	Easements Infographic	0:03:00
8.4	Encroachments	0:09:00
8.4a	Encroachments Infographic	0:03:00
8.5	License	0:04:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>

	<b>Chapter 9 - Leasehold Estates</b>	
9.0	Chapter 9: Learning Objectives	0:01:00
9.1	Types of Estates	0:15:00
9.1a	Leasehold Estates Infographic	0:07:00
9.2	Lease Contracts	0:17:00
9.3	Legal Principles of Leasing	0:21:00
9.4	Types of Leases	0:19:00
9.4a	Types of Leases Infographic	0:07:00
9.5	Lease For Residential Property Example	0:08:00
9.6	Lease For Residential Property Review	0:25:00
	LESSON QUIZ (30 Questions)	0:30:00
	Break Time	0:30:00
	<b>TOTAL</b>	<b>3:00:00</b>
	<b>Chapter 10 - Georgia Residential Landlord-Tenant Act</b>	
10.0	Chapter 10: Learning Objectives	0:01:00
10.1	Article 1 - In General	0:12:00
10.2	Article 2 - Security Deposits	0:08:00
10.3	Article 3 - Dispossession Proceedings	0:11:00
10.4	Article 4 - Distress Warrants	0:08:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 11 - Forms of Ownership</b>	
11.0	Chapter 11: Learning Objectives	0:01:00
11.1	Ownership in Severalty	0:04:00
11.2	Concurrent Ownership	0:12:00
11.2a	Concurrent Ownership Infographic	0:03:00
11.3	Trusts	0:09:00
11.4	Partnerships	0:03:00
11.5	Corporations	0:03:00
11.6	Limited Liability Company	0:03:00
11.7	Syndicates	0:03:00
11.8	Condominium and Cooperative Ownership	0:08:00
11.8a	Condominium and Cooperative Ownership Infographic	0:03:00
11.9	Creation of Community Associations in Georgia	0:14:00
11.10	Administration of Community Associations in Georgia	0:12:00

11.11	Managing Community Associations in Georgia	0:14:00
11.12	Time-Share Ownership	0:03:00
11.13	Georgia Time-Share Act	0:05:00
	LESSON QUIZ (25 Questions)	0:25:00
	Break Time	0:25:00
	<b>TOTAL</b>	<b>2:30:00</b>
	<b>Chapter 12 - Legal Descriptions</b>	
12.0	Chapter 12: Learning Objectives	0:01:00
12.1	Methods of Land Description	0:16:00
12.1a	Metes and Bounds Diagram	0:08:00
12.1b	Government Survey Diagram	0:08:00
12.2	Description of a Condominium Interest	0:03:00
12.3	Preparation and Use of a Survey	0:04:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 13 - Title Matters</b>	
13.0	Chapter 13: Learning Objectives	0:01:00
13.1	Types of Deeds	0:14:00
13.2	Elements of a Deed	0:14:00
13.2a	Example of a Warranty Deed (also known as a General Warranty Deed)	0:04:00
13.2b	Example of a Special Warranty Deed	0:04:00
13.2c	Example of a Quit Claim Deed	0:04:00
13.2d	Example of an Executor's Deed	0:04:00
13.2e	Example of an Administrator's Deed	0:04:00
13.3	Delivery and Acceptance	0:02:00
13.4	Acknowledgement and Recording	0:04:00
13.5	Security Deed	0:10:00
13.6	Example of a Security Deed	0:02:00
13.7	Transfer Taxes	0:02:00
13.8	Involuntary Alienation	0:09:00
13.9	Transfer of a Deceased Person's Property	0:05:00
13.10	Public Records and Recording	0:06:00
13.11	Types of Liens	0:07:00
13.12	Chain of Title	0:07:00
13.13	Marketable Title	0:05:00
13.14	Proof of Ownership	0:06:00

13.15	Title Problems and Methods to "Quiet" Them	0:03:00
13.16	Uniform Commercial Code	0:03:00
	LESSON QUIZ (30 Questions)	0:30:00
	Break Time	0:30:00
	<b>TOTAL</b>	<b>3:00:00</b>
	<b>Chapter 14 - Principles of Financing</b>	
14.0	Chapter 14: Learning Objectives	0:01:00
14.1	Theory of Real Estate Financing	0:13:00
14.1a	Primary and Secondary Mortgage Markets Infographic	0:08:00
14.2	Promissory Notes	0:21:00
14.3	Mortgages	0:26:00
14.3a	Mortgages Infographic	0:08:00
14.4	Deed of Trust	0:19:00
14.4a	Deed of Trust Infographic	0:08:00
14.5	Recording Procedures and Priority	0:08:00
14.5a	Priority of Liens Infographic	0:08:00
14.6	Foreclosure	0:33:00
14.7	Foreclosure in Georgia	0:07:00
	LESSON QUIZ (40 Questions)	0:40:00
	Break Time	0:40:00
	<b>TOTAL</b>	<b>4:00:00</b>
	<b>Chapter 15 - Financing the Single-Family Residence</b>	
15.0	Chapter 15: Learning Objectives	0:01:00
15.1	Lender Considerations	0:11:00
15.1a	PITI Infographic	0:06:00
15.2	Conventional Loans	0:18:00
15.2a	Types of Loans Infographic	0:06:00
15.3	FHA Insured Loans	0:14:00
15.4	VA Guaranteed Loans	0:12:00
15.5	Other Types of Financing	0:24:00
15.6	Usury Laws in Georgia	0:01:00
15.7	Sources of Loans - Primary Lenders	0:18:00
15.8	Financing Steps: Application and FNMA/FHLMC Uniform Procedures	0:09:00
15.8a	Uniform Residential Loan Application	0:05:00
15.9	Financing Steps: Qualification Process	0:13:00
15.10	Financing Steps: Underwriting	0:14:00

15.11	Financing Steps: Closing the Loan	0:08:00
	LESSON QUIZ (40 Questions)	0:40:00
	Break Time	0:40:00
	<b>TOTAL</b>	<b>4:00:00</b>
	<b>Chapter 16 - Legislation Affecting Financing</b>	
16.0	Chapter 16: Learning Objectives	0:01:00
16.1	Truth in Lending and Regulation Z (TILA)	0:18:00
16.2	Equal Credit Opportunity Act (ECOA)	0:19:00
16.2a	ECOA: Know Your Rights	0:08:00
16.3	Legislation Affecting Financing: Fair Housing Laws	0:17:00
16.4	Real Estate Settlement Procedures Act (RESPA)	0:17:00
	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
	<b>Chapter 17- Financial Legislation in Georgia</b>	
17.0	Chapter 17: Learning Objectives	0:01:00
17.1	Georgia Residential Mortgage Act	0:16:00
17.2	Georgia Fair Lending Act (GAFLA)	0:17:00
17.3	Georgia Residential Mortgage Fraud Act	0:06:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 18 - Taxes and Assessments</b>	
18.0	Chapter 18: Learning Objectives	0:01:00
18.1	The Purpose of Taxation	0:08:00
18.2	Assessed Values	0:09:00
18.3	Tax Rates / Calculating Property Taxes	0:08:00
18.4	Protesting Assessments	0:09:00
18.5	Special Assessment Tax / Tax Liens	0:08:00
18.6	Property Taxation in Georgia	0:09:00
18.7	When Are Property Taxes Due in Georgia?	0:04:00
18.8	Property Tax Exemptions in Georgia	0:08:00
18.9	Taxpayer Bill of Rights in Georgia	0:08:00
18.10	Property Tax Appeals in Georgia	0:08:00

	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
	<b>Chapter 19 - Appraisal of Property</b>	
19.0	Chapter 19: Learning Objectives	0:01:00
19.1	Definition of an Appraisal	0:05:00
19.2	Purpose of an Appraisal	0:17:00
19.3	Factors Influencing Value	0:14:00
19.4	Principles of Value	0:16:00
19.5	Direct Sales Comparison Approach	0:13:00
19.5a	Direct Sales Comparison Approach Infographic	0:09:00
19.6	Cost Approach	0:09:00
19.6a	Cost Approach Infographic	0:09:00
19.7	Income Capitalization Approach	0:13:00
19.7a	Income Capitalization Approach Infographic	0:09:00
19.8	Reconciliation	0:05:00
	LESSON QUIZ (30 Questions)	0:30:00
	Break Time	0:30:00
	<b>TOTAL</b>	<b>3:00:00</b>
	<b>Chapter 20 - Commercial Real Estate</b>	
20.0	Chapter 20: Learning Objectives	0:01:00
20.1	Introduction to Real Estate Investing	0:07:00
20.2	Characteristics of Real Property Investing	0:10:00
20.3	Key Terminology	0:06:00
20.4a	Underwriting Summary	0:01:00
20.4b	Pro-Forma	0:04:00
20.4c	Exit Strategy	0:03:00
20.5	Pro-Forma Analysis	0:28:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>
	<b>Chapter 21 - Ethics in Real Estate</b>	
21.0	Chapter 21: Learning Objectives	0:01:00
21.1	Ethics in the Industry	0:04:00



21.2	Anti-Trust Issues	0:10:00
21.3	Georgia Anti-trust Laws	0:05:00
	LESSON QUIZ (5 Questions)	0:05:00
	Break Time	0:05:00
	<b>TOTAL</b>	<b>0:30:00</b>
	<b>Chapter 22 - Broker/Salesperson Relationship</b>	
22.0	Chapter 22: Learning Objectives	0:01:00
22.1	Broker and Salesperson Compensation	0:10:00
22.1a	Broker and Salesperson Compensation Infographic	0:06:00
22.2	Independent Contractor vs Employee Status	0:09:00
22.2a	Independent Contractor vs Employee Status Infographic	0:05:00
22.3	Independent Contractor Agreements	0:09:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 23 - Law of Agency</b>	
23.0	Chapter 23: Learning Objectives	0:01:00
23.1	What is Agency?	0:08:00
23.1a	Agency Relationships Infographic	0:08:00
23.2	Types of Agency	0:16:00
23.2a	Types of Agency Infographic	0:08:00
23.3	Creation and Termination of Agency	0:14:00
23.4	Compensation	0:05:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>
	<b>Chapter 24 - The Georgia Brokerage Relationships in Real Estate Transactions Act</b>	
24.0	Chapter 24: Learning Objectives	0:01:00
24.1	Introduction to the Georgia Brokerage Relationships in Real Estate T	0:02:00
24.2	Definitions	0:04:00
24.3	Broker's Legal Relationship to Customers or Clients	0:03:00
24.4	Duties and Responsibilities of a Broker Engaged by a Seller	0:03:00
24.5	Duties of a Broker Engaged by a Landlord	0:03:00
24.6	Duties of a Broker Engaged by a Buyer	0:03:00

24.7	Duties of a Broker Engaged by a Tenant	0:03:00
24.8	Duration of Relationships Between Brokers and Clients	0:04:00
24.9	Duties of Brokers Prior to Entering Into Brokerage Engagement Relat	0:02:00
24.10	Creation of Relationship Not Determined by Payment or Promise of C	0:01:00
24.11	Broker Acting as a Dual Agent	0:04:00
24.12	Exclusive Representation	0:03:00
24.13	Ministerial Acts Explained	0:03:00
24.14	Affiliation With Common Source Information Company	0:01:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 25 - Federal Fair Housing Laws</b>	
25.0	Chapter 25: Learning Objectives	0:01:00
25.1	Federal Fair Housing Laws	0:28:00
25.1a	Federal Fair Housing Laws Infographic	0:09:00
25.2	Americans with Disabilities Act (ADA)	0:13:00
25.3	Prohibited Acts	0:09:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>
	<b>Chapter 26 - Listing the Property</b>	
26.0	Chapter 26: Learning Objectives	0:01:00
26.1	Types of Listing Contracts	0:24:00
26.2	Pricing the Property	0:35:00
26.3	Example of a Comparative Market Analysis	0:08:00
26.4	Comparative Market Analysis Review	0:14:00
26.5	Fiduciary Duties	0:16:00
26.5a	Fiduciary Duties Infographic	0:08:00
26.6	Marketing the Property	0:08:00
26.7	Exclusive Seller Listing Agreement Example	0:08:00
26.8	Exclusive Seller Listing Agreement Review	0:18:00
	LESSON QUIZ (35 Questions)	0:35:00
	Break Time	0:35:00
	<b>TOTAL</b>	<b>3:30:00</b>

<b>Chapter 27 - Buyer Agency / Selling the Property</b>		
27.0	Chapter 27: Learning Objectives	0:01:00
27.1	Buyer Agency	0:33:00
27.2	Risk Reduction	0:20:00
27.3	Exclusive Buyer Brokerage Agreement Example	0:08:00
27.4	Exclusive Buyer Brokerage Agreement Review	0:18:00
	LESSON QUIZ (20 Questions)	0:20:00
	Break Time	0:20:00
	<b>TOTAL</b>	<b>2:00:00</b>
<b>Chapter 28 - Real Estate Contract Law</b>		
28.0	Chapter 28: Learning Objectives	0:01:00
28.1	Types of Contracts	0:23:00
28.1a	Types of Contracts Infographic	0:08:00
28.2	Essential Elements of a Valid Contract	0:31:00
28.2a	Essential Elements of a Valid Contract Infographic	0:08:00
28.3	Legal Effects of Contracts	0:26:00
28.3a	Legal Effects of Contracts Infographic	0:08:00
28.4	Performance	0:08:00
28.5	Assignment and Novation	0:08:00
28.5a	Assignment and Novation Infographic	0:08:00
28.6	Discharge of Contracts	0:23:00
28.6a	Discharge of Contracts Infographic	0:08:00
	LESSON QUIZ (40 Questions)	0:40:00
	Break Time	0:40:00
	<b>TOTAL</b>	<b>4:00:00</b>
<b>Chapter 29 - The Agreement of Sale</b>		
29.0	Chapter 22: Learning Objectives	0:01:00
29.1	Licensee's Role	0:09:00
29.2	Negotiating the Agreement	0:17:00
29.3	Necessity For Written Agreements	0:13:00
29.4	Statute of Frauds in Georgia	0:01:00
29.5	Earnest Money Deposits	0:10:00
29.6	Components of the Agreement	0:25:00
29.7	Performance	0:12:00
29.8	Termination and Discharge	0:13:00
29.9	Damages	0:13:00
29.10	Example of a Purchase and Sale Agreement	0:06:00

29.11	Purchase and Sale Agreement Review	0:15:00
29.12	Seller's Property Disclosure Statement	0:04:00
29.13	Seller's Property Disclosure Statement Review	0:07:00
29.14	FHA Loan Contingency Exhibit	0:03:00
29.15	FHA Loan Contingency Exhibit Review	0:05:00
29.16	Lead-Based Paint Exhibit	0:03:00
29.17	Loan Assumption - Exhibit	0:03:00
29.18	Lease For Lease/Purchase Agreement Exhibit	0:03:00
29.19	Lease For Lease/Purchase Agreement Exhibit Review	0:07:00
29.20	Option Agreement to Purchase Leased Property Exhibit	0:03:00
29.21	Option Agreement to Purchase Leased Property Exhibit Review	0:07:00
	LESSON QUIZ (45 Questions)	0:45:00
	Break Time	0:45:00
	<b>TOTAL</b>	<b>4:30:00</b>
	<b>Chapter 30 - Closing the Residential Transaction</b>	
30.0	Chapter 30: Learning Objectives	0:01:00
30.1	Closing the Property vs. Closing the Loan	0:08:00
30.2	Title Procedures	0:20:00
30.3	Contract to Closing	0:20:00
30.4	RESPA Requirements	0:13:00
30.5	Settlement Statements	0:24:00
30.5a	Closing Disclosure	0:03:00
30.5b	Loan Estimate	0:03:00
30.6	Settlement Calculations	0:25:00
30.7	Estimate of Net to Seller Example	0:02:00
30.8	Estimated Net to Seller Review	0:06:00
30.9	Estimate of Cost to Buyer Example	0:02:00
30.10	Estimate of Cost to Buyer Review	0:06:00
30.11	Estimate of Cost to Buyer - FHA Loan Example	0:02:00
30.12	Estimate of Cost to Buyer - FHA Loan Case Review	0:03:00
30.13	Estimate of Cost to Buyer - VA Loan Example	0:02:00
30.14	Estimate of Cost to Buyer - VA Loan Review	0:04:00
30.15	Estimate of Cost to Buyer - Loan Assumption Example	0:02:00
30.16	Estimate of Cost to Buyer - Loan Assumption Case Review	0:03:00
30.17	IRS Reporting Requirements	0:08:00
30.17a	IRS Form 1099-S	0:03:00
	LESSON QUIZ (40 Questions)	0:40:00
	Break Time	0:40:00
	<b>TOTAL</b>	<b>4:00:00</b>

	<b>Chapter 31 - Real Estate Math</b>	
31.0	Chapter 31: Learning Objectives	0:01:00
31.1	Introduction to Real Estate Math	0:02:00
31.2	Real Estate Formulas	0:05:00
31.3	Area Calculations	0:07:00
31.4	Commission Calculations	0:10:00
31.5	Simple Interest and Mortgage Calculations	0:07:00
31.6	Loan Origination Fees and Discount Points	0:09:00
31.7	Loan to Value Ratio	0:04:00
31.8	Qualification Ratios	0:05:00
31.9	Appreciation and Depreciation	0:10:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>
	<b>Chapter 32 - Licensee Safety</b>	
32.0	Chapter 32: Learning Objectives	0:01:00
32.1	General Safety Concerns	0:06:00
32.2	Safety at the Office	0:06:00
32.3	Safety on the Road and at Home	0:10:00
32.4	Licensee Safety Issues	0:07:00
32.5	Liability Issues with Accidents, Incidents & Injuries	0:05:00
32.6	Risk Reduction	0:05:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 33 - Environmental Issues</b>	
33.0	Chapter 33: Learning Objectives	0:01:00
33.1	Lead Poisoning	0:13:00
33.1a	Protect Your Family From Lead in Your Home Pamphlet	0:08:00
33.1b	Disclosure of Information on Lead-Based Paint and/or Lead-Based Paint Hazards	0:07:00
33.2	Asbestos	0:13:00
33.3	Radon	0:13:00
33.4	Mold	0:05:00
33.5	Carbon Monoxide	0:05:00

33.6	CFCs	0:05:00
33.7	Electro-Magnetic Fields	0:09:00
33.8	Groundwater Contamination	0:08:00
33.9	Underground Storage Tanks	0:11:00
33.10	Waste Disposal Sites	0:13:00
33.11	Urea Formaldehyde Foam Insulation	0:09:00
	LESSON QUIZ (30 Questions)	0:30:00
	Break Time	0:30:00
	<b>TOTAL</b>	<b>3:00:00</b>
	<b>Chapter 34 - Property Management</b>	
34.0	Chapter 34: Learning Objectives	0:01:00
34.1	Introduction to Property Management	0:07:00
34.2	The Management Agreement	0:09:00
34.3	Skills Required of a Property Manager	0:07:00
34.4	Differences Between Markets	0:07:00
34.5	Obligations to the Owner	0:09:00
	LESSON QUIZ (10 Questions)	0:10:00
	Break Time	0:10:00
	<b>TOTAL</b>	<b>1:00:00</b>
	<b>Chapter 35 - Building Construction</b>	
35.0	Chapter 35: Learning Objectives	0:01:00
35.1	Key Terms	0:05:00
35.2	Structural Materials Used in Residential Construction	0:07:00
35.3	Structural Systems	0:15:00
35.4	Roofing Systems	0:12:00
35.5	Flooring Systems	0:07:00
35.6	Interior Elements	0:03:00
35.7	Exterior Walls	0:07:00
35.8	Basements / Foundations	0:03:00
	LESSON QUIZ (15 Questions)	0:15:00
	Break Time	0:15:00
	<b>TOTAL</b>	<b>1:30:00</b>