



Real Estate Sales / Summer 2024 Savannah Pre-License Course

June 19th -September 23,2024

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	June 19th,2024	Orientation/ Property
2	7.0	Monday	June 24th 2024	Rights
3	10.5	Wednesday	June 26th, 2024	Ownership
4	14.0	Monday	July 1st, 2024	Transfer
5	17.5	Monday	July 8th, 2024	Transfer/Government
6	21.0	Wednesday	July 10th,2024	Government
7	24.5	Monday	July 15th, 2024	Agency
8	28.0	Wednesday	July 17, 2024	Agency / Contracts
9	31.5	Monday	July 22,2024	Contracts / Leases
10	35.0	Wednesday	July 24, 2024	Leases / Forms
11	38.5	Monday	July 29, 2024	Practical Forms / Review
12	42.0	Wednesday	July 31st, 2024	MIDTERM EXAM
13	45.5	Monday	August 5th, 2024	Value
14	49.0	Wednesday	August 7th, 2024	Value / Value Practical
15	52.5	Monday	August 12th, 2024	Finance
16	56.0	Wednesday	August 14th, 2024	Finance
17	59.5	Monday	August 19th,2024	Finance Practical
18	63.0	Wednesday	August 21,2024	Sellers Cost
19	66.5	Monday	August 26,2024	Buyers Cost
20	70.0	Wednesday	August 28, 2024	License Law
21	73.5	Wednesday	September 4, 2024	Rules and Regulations
22	77.0	Monday	Septemeber 9, 2024	Rules & Regs / R.E. Math
23	80.5	Wednesday	September 11,2024	NAR Code of Ethics
24	0	Monday	September 16, 2024	Optional CRAM Course
25	84.5	Wednesday	September 18, 2024	FINAL EXAM
26	0	Monday	September 23,2024	FINAL RETAKE

**Class Times: Evening classes 6:00 PM - 9:30 PM,
Optional Cram Course is September 16 ,2024/ 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 June 4th, 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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