



Real Estate Sales / Winter 2025 Savannah Pre-License Course January 23, 2025 – April 24, 2025 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 Woiwode (912) 790-6963 or email taylor@mycbhomes.com
Instructor – Tom Woiwode (912) 695-1581, Email: tom@mycbhomes.com

Subject to Change

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.5	Thursday	January 23,2025	Orientation/ Property
2	7.0	Tuesday	January 28, 2025	Rights
3	10.5	Thursday	January 30, 2025	Ownership
4	14.0	Tuesday	February 4,2025	Transfer
5	17.5	Thursday	February 6,2025	Transfer/Government
6	21.0	Tuesday	February 11,2025	Government
7	24.5	Thursday	February 13, 2025	Agency
8	28.0	Tuesday	February 18, 2025	Agency/Contracts
9	31.5	Thursday	February 20,2025	Contracts/Leases
10	35.0	Tuesday	February 25,2025	Leases/Forms
11	38.5	Thursday	February 27, 2025	Practical Forms/Review
12	42.0	Tuesday	March 4, 2025	MIDTERM EXAM
13	45.5	Thursday	March 6,2025	Value
14	49.0	Tuesday	March 11, 2025	Value/Value Practical
15	52.5	Thursday	March 13, 2025	Finance
16	56.0	Tuesday	March 18, 2025	Finance
17	59.5	Thursday	March 20, 2025	Finance Practical
18	63.0	Tuesday	March 15, 2025	Sellers Cost
19	66.5	Thursday	March 27, 2025	Buyers Cost
20	70.0	Tuesday	April 1, 2025	License Law
21	73.5	Thursday	April 3, 2025	Rules and Regulations
22	77.0	Tuesday	April 8, 2025	Rules & Regs /R.E. Math
23	80.5	Thursday	April 10, 2025	NAR Code of Ethics
24	0	Tuesday	April 15, 2025	Optional CRAM Course
25	84.5	Tuesday	April 22, 2025	FINAL EXAM
26	0	Thursday	April 24, 2025	FINAL RETAKE

**Class Times: Evening classes 6:00 PM to 9:30 PM,
Optional Cram Course is April 15th / 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.**

The Academy for Real Estate Education and Consulting

Director: Tom Woiwode... Cell - 912.695.1581... School Code - 421
128 Habersham Street...Savannah, GA...31404...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 **Savannah Millworks Classroom, located at 2605 Causton Bluff Road, Savannah GA 31404 – THIS IS A CHANGE IN LOCATION – PLEASE NOTE.** Parking is available behind at the building.

Instructor Tom Woiwode Cell: 912-695-1581, Blog: <http://www.areec.com>, Website: www.AREEC.com

School Administrator Taylor Woiwode/Savannah 912-790-6963 Email: taylor@mycbhomes.com

Cost
\$525 – Tuition includes **Class Book, Cram Course, Cram Course Study Guide**, and handouts/materials. It can be paid by cash, check, or charge card. There is a **\$50 discount if paid in full in cash by Monday, JAN 20th. Cash Payments can be made at 128 Habersham Street, Savannah, GA 31401, 912-352-1222**

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 only 2 classes. **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 on Monday, Jan 20th. If you pay later than Monday, Jan 20th, 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 January 20th, 2025

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