



2017 Schedule and Syllabus

75-Hour Real Estate Salesperson Licensing Course

Please Note:

- All sessions & exams must be completed within 45 days of your starting date for those who purchased the Basic Package, and 90 days for those who purchased the Plus or Elite Packages.
- This course is divided into 20 individual class sessions.
- The Class Syllabus lists each Salesperson (“SP”) class session number, topic, and the corresponding chapter and pages to be covered.
- Classes may be taken in any order – however, you must attend all 20 individual class sessions (SP-1 to SP- 20). Refer to class calendars for dates & times.

Questions? Get in touch

Call (718) 339-7845 or email info@reedc.com.

Class Syllabus for 6th Edition Coursebook

SP Class #	Course Topic	Hours	Chapter #	Pages
1	Property Insurance	2	14	481-483
	Property Management	2	19	615-631
2	Condominiums and Cooperatives	4	16	527-551
3	Pricing Properties	1	12	446-447
	Taxes and Assessments	3	15	498-521
4	Contract Preparation	1	5	229-238
	Municipal Agencies	2	10	352-363
5	Commercial & Investments (introduction)	3	17	557-565
6	Commercial & Investments (property analysis)	3	17	565-572
7	Commercial & Investments (commercial leases)	3	17	572-584
8	Mortgage Brokerage	1	7	290-303
	Income Tax Issues in Real Estate Transactions	3	18	591-609
9	Contracts	1	5	210-229
	Deeds	2	4	149-164
10	Land Use Regulations	3	9	325-346
	Construction and Environmental Issues (Construction)	1	11	368-397
11	Law of Agency (introduction)	3	2	47-61
12	Law of Agency (basics)	3	2	61-83
13	Law of Agency (agency disclosure)	2	2	83-95
	Real Estate Finance (predatory lending)	1	6	279-284
14	License Law and Regulations	3	1	9-41
	Law of Agency (independent contractor)	1	2	95-101
15	Construction and Environment Issues (environmental)	4	11	398-421
16	Estates and Interests	3	3	112-130
	Real Estate Mathematics	1	8	308-322
17	Liens and Easements	2	3	130-141
	Leases	1	5	195-209
18	Real Estate Finance	4	6	250-279
19	Title Closing and Costs	2	4	163-187
	Valuation Process	2	12	431-446
20	Human Rights and Fair Housing	4	13	451-474



OCTOBER 2017

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
						1 9 am - SP 3 [4 hrs.] 1 pm - SP 4 [3 hrs.]
2 9 am - SP 4 [3 hrs.] 1 pm - SP 4 [3 hrs.] 6 pm - SP 1 [4 hrs.]	3 9 am - SP 5 [3 hrs.] 1 pm - SP 5 [3 hrs.] 6 pm - SP 2 [4 hrs.]	4 9 am - SP 6 [3 hrs.] 1 pm - SP 6 [3 hrs.] 6 pm - SP 3 [4 hrs.]	5 9 am - SP 7 [3 hrs.] 6 pm - SP 4 [3 hrs.]	6 9 am - SP 8 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	7 9 am - SP 5 [3 hrs.] 1 pm - SP 6 [3 hrs.]	8 9 am - SP 7 [3 hrs.] 1 pm - SP 8 [4 hrs.]
9 9 am - SP 9 [3 hrs.] 1 pm - SP 7 [3 hrs.] 6 pm - SP 5 [3 hrs.]	10 9 am - SP 10 [4 hrs.] 1 pm - SP 8 [4 hrs.] 6 pm - SP 6 [3 hrs.]	11 9 am - SP 11 [3 hrs.] 1 pm - SP 9 [3 hrs.] 6 pm - SP 7 [3 hrs.]	12 9 am - SP 12 [3 hrs.] 6 pm - SP 8 [4 hrs.]	13 9 am - SP 13 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	14 9 am - SP 9 [3 hrs.] 1 pm - SP 10 [4 hrs.]	15 9 am - SP 11 [3 hrs.] 1 pm - SP 12 [3 hrs.]
16 9 am - SP 14 [4 hrs.] 1 pm - SP 10 [4 hrs.] 6 pm - SP 9 [3 hrs.]	17 9 am - SP 15 [4 hrs.] 1 pm - SP 11 [3 hrs.] 6 pm - SP 10 [4 hrs.]	18 9 am - SP 16 [3 hrs.] 1 pm - SP 12 [3 hrs.] 6 pm - SP 11 [3 hrs.]	19 9 am - SP 17 [3 hrs.] 6 pm - SP 12 [3 hrs.]	20 9 am - SP 18 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	21 9 am - SP 13 [3 hrs.] 1 pm - SP 14 [4 hrs.]	22 9 am - SP 15 [4 hrs.] 1 pm - SP 16 [4 hrs.]
23 9 am - SP 19 [4 hrs.] 1 pm - SP 13 [3 hrs.] 6 pm - SP 13 [3 hrs.]	24 9 am - SP 20 [4 hrs.] 1 pm - SP 14 [4 hrs.] 6 pm - SP 14 [4 hrs.]	25 9 am - SP 1 [4 hrs.] 1 pm - SP 15 [4 hrs.] 6 pm - SP 15 [4 hrs.]	26 9 am - SP 2 [4 hrs.] 6 pm - SP 16 [4 hrs.]	27 9 am - SP 3 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	28 9 am - SP 17 [3 hrs.] 1 pm - SP 18 [4 hrs.]	29 9 am - SP 19 [4 hrs.] 1 pm - SP 20 [4 hrs.]
30 9 am - SP 4 [3 hrs.] 1 pm - SP 16 [4 hrs.] 6 pm - SP 17 [3 hrs.]	31 9 am - SP 5 [3 hrs.] 1 pm - SP 17 [3 hrs.] 6 pm - SP 18 [4 hrs.]					



NOVEMBER 2017

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
		1 9 am - SP 6 [3 hrs.] 1 pm - SP 18 [4 hrs.] 6 pm - SP 19 [4 hrs.]	2 9 am - SP 7 [3 hrs.] 6 pm - SP 20 [4 hrs.]	3 9 am - SP 8 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	4 9 am - SP 1 [4 hrs.] 1 pm - SP 2 [4 hrs.]	5 9 am - SP 3 [4 hrs.] 1 pm - SP 4 [3 hrs.]
6 9 am - SP 9 [3 hrs.] 1 pm - SP 19 [4 hrs.] 6 pm - SP 1 [4 hrs.]	7 9 am - SP 10 [4 hrs.] 1 pm - SP 20 [4 hrs.] 6 pm - SP 2 [4 hrs.]	8 9 am - SP 11 [3 hrs.] 1 pm - SP 1 [4 hrs.] 6 pm - SP 3 [4 hrs.]	9 9 am - SP 12 [3 hrs.] 6 pm - SP 4 [3 hrs.]	10 9 am - SP 13 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	11 9 am - SP 5 [3 hrs.] 1 pm - SP 6 [3 hrs.]	12 9 am - SP 7 [3 hrs.] 1 pm - SP 8 [4 hrs.]
13 9 am - SP 14 [4 hrs.] 1 pm - SP 2 [4 hrs.] 6 pm - SP 5 [3 hrs.]	14 9 am - SP 15 [4 hrs.] 1 pm - SP 3 [4 hrs.] 6 pm - SP 6 [3 hrs.]	15 9 am - SP 16 [4 hrs.] 1 pm - SP 4 [3 hrs.] 6 pm - SP 7 [3 hrs.]	16 9 am - SP 17 [3 hrs.] 6 pm - SP 8 [4 hrs.]	17 9 am - SP 18 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	18 9 am - SP 9 [3 hrs.] 1 pm - SP 10 [4 hrs.]	19 9 am - SP 11 [3 hrs.] 1 pm - SP 12 [3 hrs.]
20 9 am - SP 19 [4 hrs.] 1 pm - SP 5 [3 hrs.] 6 pm - SP 9 [3 hrs.]	21 9 am - SP 20 [4 hrs.] 1 pm - SP 6 [3 hrs.] 6 pm - SP 10 [4 hrs.]	22 9 am - SP 1 [4 hrs.] 1 pm - SP 7 [3 hrs.] 6 pm - SP 11 [3 hrs.]	23 <i>CLOSED FOR THANKSGIVING NO CLASSES</i>	24 <i>CLOSED FOR THANKSGIVING NO CLASSES</i>	25 <i>CLOSED FOR THANKSGIVING NO CLASSES</i>	26 <i>CLOSED FOR THANKSGIVING NO CLASSES</i>
27 9 am - SP 2 [4 hrs.] 1 pm - SP 8 [4 hrs.] 6 pm - SP 12 [3 hrs.]	28 9 am - SP 3 [4 hrs.] 1 pm - SP 9 [3 hrs.] 6 pm - SP 13 [3 hrs.]	29 9 am - SP 4 [3 hrs.] 1 pm - SP 10 [4 hrs.] 6 pm - SP 14 [4 hrs.]	30 9 am - SP 5 [3 hrs.] 6 pm - SP 15 [4 hrs.]			

DECEMBER 2017

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
				9 am - SP 6 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	9 am - SP 13 [4 hrs.] 1 pm - SP 14 [4 hrs.]	9 am - SP 15 [4 hrs.] 1 pm - SP 16 [4 hrs.]
9 am - SP 7 [3 hrs.] 1 pm - SP 11 [3 hrs.] 6 pm - SP 16 [4 hrs.]	9 am - SP 8 [4 hrs.] 1 pm - SP 12 [3 hrs.] 6 pm - SP 17 [3 hrs.]	9 am - SP 9 [3 hrs.] 1 pm - SP 13 [3 hrs.] 6 pm - SP 18 [4 hrs.]	9 am - SP 10 [4 hrs.] 6 pm - SP 19 [4 hrs.]	9 am - SP 11 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	9 am - SP 17 [3 hrs.] 1 pm - SP 18 [4 hrs.]	9 am - SP 19 [4 hrs.] 1 pm - SP 20 [3 hrs.]
9 am - SP 12 [3 hrs.] 1 pm - SP 14 [4 hrs.] 6 pm - SP 20 [4 hrs.]	9 am - SP 13 [3 hrs.] 1 pm - SP 15 [4 hrs.] 6 pm - SP 1 [4 hrs.]	9 am - SP 14 [4 hrs.] 1 pm - SP 16 [4 hrs.] 6 pm - SP 2 [4 hrs.]	9 am - SP 15 [4 hrs.] 6pm - SP 3 [4 hrs.]	9 am - SP 16 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	9 am - SP 1 [4 hrs.] 1 pm - SP 2 [4 hrs.]	9 am - SP 3 [4 hrs.] 1 pm - SP 4 [3 hrs.]
9 am - SP 17 [3 hrs.] 1 pm - SP 17 [3 hrs.] 6 pm - SP 4 [3 hrs.]	9 am - SP 18 [4 hrs.] 1 pm - SP 18 [4 hrs.] 6 pm - SP 5 [3 hrs.]	9 am - SP 19 [4 hrs.] 1 pm - SP 19 [4 hrs.] 6 pm - SP 6 [3 hrs.]	9 am - SP 20 [4 hrs.] 6pm - SP 7 [3 hrs.]	9 am - SP 1 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	9 am - SP 5 [3 hrs.] 1 pm - SP 6 [3 hrs.]	9 am - SP 7 [3 hrs.] <i>NO AFTERNOON CLASS</i>
<i>CLOSED FOR CHRISTMAS</i>	<i>CLOSED FOR CHRISTMAS</i>	9 am - SP 2 [4 hrs.] 1 pm - SP 20 [4 hrs.] 6 pm - SP 8 [4 hrs.]	9 am - SP 3 [4 hrs.] 6pm - SP 9 [3 hrs.]	9 am - SP 4 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	9 pm - SP 8 [4 hrs.] 1 am - SP 9 [3 hrs.]	9 am - SP 10 [4 hrs.] <i>NO AFTERNOON CLASS</i>

