



Class Syllabus for 6th Edition Coursebook

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 Hector@reedc.com.

SP Class #	Course Topic	Hours	Chapter #	Pages
1	Property Insurance	2	14	481 - 493
	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	164 - 187
	Valuation Process	2	12	431 - 446
20	Human Rights and Fair Housing	4	13	451 - 474



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

JULY 2017

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
					1 9 am - SP 15 [4 hrs.] 1 pm - SP 16 [4 hrs.]	2 <i>CLOSED NO CLASSES</i>
3 <i>CLOSED NO CLASSES</i>	4 <i>CLOSED NO CLASSES</i> <i>INDEPENDENCE DAY</i>	5 9 am - SP 2 [4 hrs.] 1 pm - SP 8 [4 hrs.] 6 pm - SP 12 [3 hrs.]	6 9 am - SP 3 [4 hrs.] 6 pm - SP 13 [3 hrs.]	7 9 am - SP 4 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	8 9 am - SP 17 [3 hrs.] 1 pm - SP 18 [4 hrs.]	9 9 am - SP 19 [4 hrs.] 1 pm - SP 20 [4 hrs.]
10 9 am - SP 5 [3 hrs.] 1 pm - SP 9 [3 hrs.] 6 pm - SP 14 [4 hrs.]	11 9 am - SP 6 [3 hrs.] 1 pm - SP 10 [4 hrs.] 6 pm - SP 15 [4 hrs.]	12 9 am - SP 7 [3 hrs.] 1 pm - SP 11 [3 hrs.] 6 pm - SP 16 [4 hrs.]	13 9 am - SP 8 [4 hrs.] 6 pm - SP 17 [3 hrs.]	14 9 am - SP 9 [3 hrs.] <i>SCHOOL EXAM</i> Call to schedule	15 9 am - SP 1 [4 hrs.] 1 pm - SP 2 [4 hrs.]	16 9 am - SP 3 [4 hrs.] 1 pm - SP 4 [3 hrs.]
17 9 am - SP 10 [4 hrs.] 1 pm - SP 12 [3hrs.] 6 pm - SP 18 [4 hrs.]	18 9 am - SP 11 [3 hrs.] 1 pm - SP 13 [3 hrs.] 6 pm - SP 19 [4 hrs.]	19 9 am - SP 12 [3 hrs.] 1 pm - SP 14 [4 hrs.] 6 pm - SP 20 [4 hrs.]	20 9 am - SP 13 [3 hrs.] 6 pm - SP 1 [4 hrs.]	21 9 am - SP 14 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	22 9 am - SP 5 [3 hrs.] 1 pm - SP 6 [3 hrs.]	23 9 am - SP 7 [3 hrs.] 1 pm - SP 8 [4 hrs.]
24 9 am - SP 15 [4 hrs.] 1 pm - SP 15 [4 hrs.] 6 pm - SP 2 [4 hrs.]	25 9 am - SP 16 [4 hrs.] 1 pm - SP 16 [4 hrs.] 6 pm - SP 3 [4 hrs.]	26 9 am - SP 17 [3 hrs.] 1 pm - SP 17 [3 hrs.] 6 pm - SP 4 [3 hrs.]	27 9 am - SP 18 [4 hrs.] 6 pm - SP 5 [3 hrs.]	28 9 am - SP 19 [4 hrs.] <i>SCHOOL EXAM</i> Call to schedule	29 9 am - SP 9 [3 hrs.] 1 pm - SP 10 [4 hrs.]	30 9 am - SP 11 [3 hrs.] 1 pm - SP 12 [3 hrs.]
31 9 am - SP 20 [4 hrs.] 1 pm - SP 18 [4 hrs.] 6 pm - SP 6 [3 hrs.]						

AUGUST 2017

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