



Class Syllabus for 6<sup>th</sup> 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 either 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

### Questions? Get in touch

Call (212) 465-1008 or email [info@reedc.com](mailto:info@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	374 - 401
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



# JUNE 2017

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



# 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>INDEPENDENCE DAY CLOSED NO CLASSES</i>	5 9 am – SP 18 [4 hrs.] <i>SP TUTORIAL 1p-4p</i> 6 pm – SP 20 [4 hrs.]	6 9 am – SP 19 [4 hrs.]	7 <i>NO CLASSES SCHOOL EXAM Call to schedule</i>	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 20 [4 hrs.] 1 pm – SP 2 [4 hrs.] 6 pm – SP 1 [4 hrs.]	11 9 am – SP 1 [4 hrs.] 1 pm – SP 3 [4 hrs.] 6 pm – SP 2 [4 hrs.]	12 9 am – SP 2 [4 hrs.] 6 pm – SP 3 [4 hrs.]	13 9 am – SP 3 [4 hrs.]	14 <i>NO CLASSES SCHOOL EXAM Call to schedule</i>	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 4 [3 hrs.] 1 pm – SP 4 [3 hrs.] 6 pm – SP 4 [3 hrs.]	18 9 am – SP 5 [3 hrs.] 1 pm – SP 5 [3 hrs.] 6 pm – SP 5 [3 hrs.]	19 9 am – SP 6 [3 hrs.] 6 pm – SP 6 [3 hrs.]	20 9 am – SP 7 [3 hrs.]	21 <i>NO CLASSES SCHOOL EXAM Call to schedule</i>	22 9 am – SP 5 [3 hrs.] 1 pm – SP 6 [3 hrs.] <i>SP TUTORIAL 4p-7p</i>	23 9 am – SP 7 [3 hrs.] 1 pm – SP 8 [4 hrs.]
24 9 am – SP 8 [4 hrs.] 1 pm – SP 6 [3 hrs.] 6 pm – SP 7 [3 hrs.]	25 9 am – SP 9 [3 hrs.] 1 pm – SP 7 [3 hrs.] 6 pm – SP 8 [4 hrs.]	26 9 am – SP 10 [4 hrs.] 6 pm – SP 9 [3 hrs.]	27 9 am – SP 11 [3 hrs.]	28 <i>NO CLASSES SCHOOL EXAM Call to schedule</i>	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 12 [3 hrs.] 1 pm – SP 8 [4 hrs.] 6 pm – SP 10 [4 hrs.]						



# AUGUST 2017

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

