



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 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) 353-0062 or email Lili@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 |



for
Queens
BASIC, PLUS & ELITE
packages



BASIC, PLUS & ELITE QUEENS

JUNE 2017

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



REEDC Queens Location

39-07 Prince St, Suite 4E | Flushing, NY 11354 | (718) 353-0062 | www.reedc.com

REV. 03/09/17

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--|--|---|--|---|--|
| | | | | | 1 9 am – SP 15 [4 hrs.] 1 pm – SP 16 [4 hrs.] | 2 CLOSED NO CLASSES |
| 3 CLOSED NO CLASSES | 4 CLOSED NO CLASSES INDEPENDENCE DAY | 5 9 am – SP 15 [4 hrs.] 1 pm – SP 7 [3 hrs.] 6 pm – SP 17 [3 hrs.] | 6 9 am – SP 14 [4 hrs.] 1 pm – SP 6 [3 hrs.] | 7 NO CLASSES SCHOOL EXAM <i>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.] |
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| 31 9 am – SP 1 [3 hrs.] 1 pm – SP 13 [3 hrs.] 6 pm – SP 7 [3 hrs.] | | | | | | |



AUGUST 2017

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