

**Shavon School of Real Estate / Instructor: Shavon Echols
Salesperson 75 Pre-license Course (Real Estate Dynamics)**

****Homework Assignment due BEFORE the 1ST day of class:
READ Chapter 1 and COMPLETE Quiz at end of chapter****

Mon. 9/13/21	IN CLASS: Chapter 1 – Property *Homework: Read Chapter 2 *Complete Quiz at end of chapter
Thurs. 9/16/21	IN CLASS: Chapter 2 – Rights *Homework: Read Chapter 3 *Complete quiz at end of chapter
Mon. 9/20/21	IN CLASS: Chapter 3 – Ownership *Homework: Read Chapter 4 *Complete quiz at end of chapter
Thurs. 9/23/21	IN CLASS: Chapter 4 – Transfer *Homework: Study for Chapters 1- 4 Quiz
Mon. 9/27/21	IN CLASS: Chapter 1 - 4 Quiz *Homework: Read Chapter 5 *Complete quiz at end of chapter
Thurs. 9/30/21	IN CLASS: Chapter 5 – Government *Homework: Read Chapter 6 and Chapter 7 *Complete Chap. 6 quiz & Chap. 7 student exercise
Mon. 10/04/21	IN CLASS: Chapter 6 and Chapter 7- Agency *Homework: Read Chapter 8 and Chapter 9 *Complete Chap 8 quiz & Chap 9 student exercise
Thurs. 10/7/21	IN CLASS: Chapter 8 & Chapter 9 – Contracts *Homework: Read Chapter 10 and Chap 11 *Complete Chapter 10 quiz & student exercise
Mon. 10/11/21	IN CLASS: Chapter 10 & Chapter 11 – Leases *Homework: Study for Midterm
Thurs. 10/14/21	IN CLASS: MIDTERM Review *Homework: Study for Midterm
Mon. 10/18/21	IN CLASS: MIDTERM EXAM *Homework: Read Chapter 12 and Chapter 13 *Complete quiz at end of Chapter

- Thurs. 10/21/21** IN CLASS: Chapter 12 and Chapter 13 – Value, Practical Application
***Homework: Read Chapter 14**
***Complete quiz**
- Mon. 10/25/21** IN CLASS: Chapter 14 Finance
***Homework: Read Chapter 15**
***Complete Student Exercise**
- Thurs. 10/28/21** IN CLASS: Chapter 14 and Chapter 15 – Finance, Practical
***Homework: Read Chapter 16**
***Complete Quiz at end of chapter**
- Mon. 11/01/21** IN CLASS: Chapter 16 – Seller’s Costs
***Homework: Read Chapter 17**
***Complete Quiz at end of chapter**
- Thurs. 11/04/21** IN CLASS: Chap. 17 – Buyer’s Costs
***Homework: Read Chapter 18**
- Mon. 11/08/21** Chapter 18 – License Law
***Homework: Read Chapter 19**
***Complete quiz at end of Chapter**
- Thurs. 11/11/21** Chapter 19 – Rules and Regulations
***Homework: Read Chapter 20**
***Complete quiz at end of Chapter**
- Mon. 11/15/21** Chapter 20 – Math Review and Review for Final
***Homework: Study for Final Exam**

TBD at a later date FINAL EXAM!

YOU HAVE PASSED THIS CLASS! YOU WILL PASS THE FINAL EXAM! YOU WILL BE VERY SUCCESSFUL IN YOUR REAL ESTATE CAREER! This syllabus is simply for a guide and will be considered FLEXIBLE. Some chapters may require more time.

ALL STUDENTS ARE EXPECTED TO BRING BOOKS TO CLASS . STUDENTS ARE EXPECTED TO COMPLETE HOMEWORK ASSIGNMENTS BEFORE THE SCHEDULED CLASS- NO EXCEPTIONS! HOMEWORK ASSIGNMENTS WILL BE CHECKED DAILY. IF NOT COMPLETED, IT WILL BE NOTED IN THE STUDENT’S RECORD. YOU MUST STUDY TO PASS!