



Florida Pre-Licensing for Sales Associates Syllabus

Course Hours: 63

Instructional Mode

Distance Education

Textbooks / Learning Resources

Florida Pre-Licensing for Sales Associates,
online text

Contact Information

Help Ticket: www.alliedschools.com/support.shtml

Instructional Support Toll Free: 888-751-2303

Student Services Toll Free: 888-925-4282

International: 949-707-5044

Fax: 800-898-9188

Hours: Monday - Friday, 7:00 a.m. to 6:00 p.m. PST

Course Description

The course covers basic real estate principles and Florida-specific information. Upon completion of this course, you will be able to identify real estate terminology and to recognize Florida's real estate laws and principles. This course will also assist you in preparing your real estate licensing exam.

Course Objectives

After completing this course, you will be able to:

1. Recall the characteristics of Florida that make it unique—climate, geography, demographics, economy, and housing market.
2. Identify the characteristics of real property and the types of legal descriptions used to describe it.
3. Differentiate possessory interests (estates) from non-possessory interests (encumbrances) in real property.
4. Identify the manner in which real property interests can be owned, acquired, and transferred.
5. Recognize the authorized brokerage relationships and the ways they are created and terminated.
6. Identify the types of real estate contracts used in Florida transactions.
7. Specify various disclosures required for Florida real estate transactions.
8. Recall the escrow and title services needed to ensure marketable title and to effectuate closings.
9. Recall how the supply and demand of money affect mortgage markets and a lender's capability of providing mortgages. Identify the types of lenders, mortgage underwriting, and consumer protection provisions.
10. Recall the finance instruments used to obtain a loan and the types of home loan programs available to borrowers.
11. Recall the purpose of an appraisal, the main appraisal methods used to develop an opinion of value, including their applications and methodologies, and the elements and economic principles that influence the opinion of value.
12. Recall the principles of land use planning and development and recognize the types of building styles.
13. Characterize brokerages and their day-to-day activities, recall factors for choosing a brokerage, and recognize ethical and legal behavior expected of real estate licensees.
14. Identify other areas of real estate related activities, such as business opportunity brokerage, property management, probate sales, and manufactured home resales.
15. Recognize the Florida requirements to obtain and renew a real estate license and the conduct for which a Florida real estate licensee can be disciplined.



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Grading/Evaluation Policy

Performance is measured by successful completion of online lesson quizzes, unit exams, and the final exam. To successfully complete this course, students must complete: 15 units including all reading and exercises and successfully pass 15 unit exams, and a Final Exam. A minimum passing score of 70% or better is required on all assignments. Assignments with scores below 70% must be retaken until the score meets or exceeds 70%. If you do not pass the final exam, you are allowed to retake it.

Course Outline and Grading Criteria

<i>Unit Title</i>	<i>Hours</i>	<i>Assignment Title</i>	<i>Points Possible</i>	<i>Required to Pass</i>
1: Florida - the Sunshine State	3.75	Unit Exam	15	11
2: Property and Legal Descriptions	3.25	Unit Exam	15	11
3: Real Property Interests	4.00	Unit Exam	15	11
4: How Ownership is Held, Acquired, & Conveyed	5.00	Unit Exam	20	14
5: Brokerage Relationships	3.00	Unit Exam	15	11
6: Contracts Used in Real Estate Transactions	4.00	Unit Exam	15	11
7: Disclosures in Real Estate Transactions	3.00	Unit Exam	15	11
8: Closing the Transaction	2.50	Unit Exam	15	11
9: Real Estate Finance – Mortgage Money, Lenders & Underwriting	4.75	Unit Exam	20	14
10: Real Estate Finance – Loans & Loan Instruments	6.00	Unit Exam	20	14
11: Valuation and Appraisal	5.50	Unit Exam	15	11
12: Land Use, Subdivision, and Housing	3.50	Unit Exam	10	7
13: Real Estate Brokerage	4.25	Unit Exam	15	11
14: Real Estate Specialization	3.25	Unit Exam	10	7
15: Getting and Keeping Your License	4.25	Unit Exam	20	14
Final Exam	3.00	Multiple-Choice	100	70
Total	63.00	Total	335	239

Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution’s computer systems or files without proper authorization.