



*Nevada Real Estate
Principles, Practices, and Ethics*
Syllabus

Course Hours: 45

Instructional Mode

Distance Education

Learning Resources

Nevada Real Estate Principles, Practices, and Ethics, 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 Prerequisites

- Student must be 18 years of age
- Student must provide state issued Driver's License or Identification number

Licensing Requirements

For information about Nevada's licensing requirements, visit the NRED Licensing Requirements page at <http://red.state.nv.us/reaestate/realest.htm#Salesperson License>.

Course Description

The course covers basic real estate principles and Nevada-specific information. Students will begin the course by learning about the different types of real estate careers and the activities that a real estate licensee engages in. Types of agency law will be discussed along with ethical and legal business practices, including fair housing laws. An overview of economic markets is presented and an introduction to the valuation techniques used in real property appraisal. The functions of the Federal Reserve System, Fannie Mae, Freddie Mac, and Ginnie Mae will be reviewed as well as the characteristics and guidelines of conventional, conforming, non-conforming, and government-backed loans. Students will learn about the steps in the default and foreclosure process. Lastly, fair lending regulations that affect real property transactions are covered. Upon completion of this course, students will be able to identify real estate terminology and to recognize Nevada's real estate laws and principles. This course will also assist students in preparing for their real estate licensing exam.

Course Requirements

This is a linear course, which means that you must proceed through the content in a sequential order. As you proceed through the content, you will encounter lesson quizzes and unit exams. A minimum passing score of 75% or better is required on all assignments. If the passing criteria of a quiz or exam are not met, the system will return the student to the beginning of the lesson or unit, respectively.

Performance is measured by successful completion of all online lesson exercises, quizzes, and examinations. To successfully complete this course, students must complete: 17 units including all reading and exercises, and successfully pass 17 unit exams and a final exam. If you do not pass the final exam, you are allowed to retake it. If you do not pass the final exam on the second attempt, you must start the course from the beginning and recomplete all units and lessons.



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Course Objectives

After completing this course, you will be able to:

1. Recall the factors necessary for success in a real estate career (e.g., adequate finances, professionalism, goal setting, good communication skills), the activities new licensees participate in brokerage offices (e.g., goal setting, prospecting, gaining product knowledge, working with buyers and sellers), and the typical compensation plans for new licensees.
2. Specify ethical and legal conduct and business practices regarding agency relationships, trust funds, fair housing, and civil rights.
3. Recall characteristics of markets that are integral to real estate transactions—money markets, primary and secondary mortgage markets, and real estate markets.
4. 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.
5. Identify the types of home loan programs available to borrowers and the fair lending laws that provide for the fair and equal treatment of all consumers when obtaining financing.
6. Recognize the underwriting process and finance instruments used to obtain a loan and, in the event of a default, the steps taken to cure the default or foreclose on the property.

Course Outline and Grading Criteria

Unit Title	Hours	Assignment Title	Points Possible	Required to Pass
1: Real Estate As A Career	2	Unit Exam	10	8
2: Prepare For Success	2	Unit Exam	10	8
3: Learn About Architectural Styles	3	Unit Exam	10	8
4: How Will You Get Your Business?	3	Unit Exam	10	8
5: How Will You Be Paid?	2	Unit Exam	10	8
6: Agency & Brokerage Relationships	3	Unit Exam	10	8
7: Ethical & Legal Business Practices	3	Unit Exam	10	8
8: Trust Fund Accounting And Record Keeping	3	Unit Exam	10	8
9: Money & Markets	3	Unit Exam	10	8
10: The Mortgage Markets	3	Unit Exam	10	8
11: Residential Real Estate Markets	3	Unit Exam	10	8
12: Valuation And Appraisal	3	Unit Exam	10	8
13: Sources Of Finance & Loan Programs	3	Unit Exam	10	8
14: What Lenders Look For	2	Unit Exam	10	8
15: Notes & Security Instruments	2	Unit Exam	10	8
16: Default & Foreclosure	3	Unit Exam	10	8
17: Fair Lending Regulations	2	Unit Exam	10	8
Final Exam		Multiple-Choice	60	45
Total	45	Total	230	181



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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.