



Washington Real Estate Practices Syllabus

Course Hours: 30

Instructional Mode

Distance Education

Textbooks / Learning Resources

Washington Real Estate Practices, online text

Course Description

Washington Real Estate Practices is a required course that meets 30 of the 90 hours necessary to obtain a Washington real estate broker license. It is designed to teach you the practical, on-the-job skills that a real estate licensee needs to be successful. The course focuses on activities such as business skills and procedures; agency relationships; listing property; evaluating, pricing, and marketing property; negotiation and sales techniques; purchase and sale agreements; residential financing; and the closing process.

Course Objectives

After completing this course, you will be able to:

1. Recall the factors necessary for success in a real estate career, the activities new licensees participate in brokerage offices, and the typical compensation plans for new licensees.
2. Classify the types of Washington real estate agency relationships including the various parties, the disciplinary actions, and the principles of ethical behavior.
3. Recognize the clauses in and types of listing and buyer agreements, the purpose of the seller disclosure statement, commission earnings, and the broker's responsibilities regarding transaction files, fair housing, and anti-trust laws.
4. Recall the types of value, the factors that create, impact, and establish it, and the parties who determine value and listing prices.
5. Specify the goals and costs incurred when implementing a property-marketing plan and list the steps for preparing a property for showing and conducting a successful open house.
6. Recall the benefits of effective representation when making, negotiating, and presenting offers and counter offers.
7. Specify how to create enforceable contracts in real estate transactions, such as the Residential Real Estate Purchase and Sale Agreement and the Vacant Land Purchase and Sale Agreement.
8. Recall the guidelines and steps for qualifying the borrower and property for various types of loans and identify the closing statements and applicable disclosure laws associated with financing the transaction.
9. Solve real estate problems using math and basic formulas.

Grading/Evaluation Policy

Performance is measured by successful completion of online lesson exercises, quizzes, and examinations. To successfully complete this course, students must complete: 9 units including all reading and exercises, and successfully pass 9 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.

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



Washington
Real Estate Practices
Syllabus

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: Business Skills & Procedures	5.00	Unit Exam	10	7
2: Agency Relationships	3.00	Unit Exam	10	7
3: Listing Property	4.25	Unit Exam	10	7
4: Evaluating and Pricing Property	2.25	Unit Exam	10	7
5: Advertising & Marketing Listings	2.00	Unit Exam	10	7
6: Writing and Presenting an Offer	1.50	Unit Exam	10	7
7: Purchase and Sales Agreements	3.00	Unit Exam	10	7
8: Residential Financing & the Closing Process	4.50	Unit Exam	10	7
9: Real Estate Math	2.00	Unit Exam	10	7
Final Exam	2.50	Multiple-Choice	90	63
Total	30.00		180	126

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.