

Real Estate Pre-Licensing Course: Fundamentals to Licensing Exam

Master real estate principles, laws, and math to pass your state exam and start your career as a licensed agent.

Business Instructor: Greg Whitfield • 5 sections • 50 lessons • 13.50h total

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About this course

Many aspiring real estate agents find the volume of legal, financial, and procedural knowledge overwhelming. Without a structured approach, it's easy to overlook critical details in contracts or fail to navigate transactions effectively. This course addresses that by breaking down complex topics into clear, manageable lessons.

You'll learn through video lectures, real-world case studies, and practice quizzes. The curriculum covers property types, agency relationships, fair housing laws, mortgage calculations, and the step-by-step process from listing to closing. It also includes guidance on setting up your business and preparing for the licensing exam.

Course curriculum

Real Estate Fundamentals & Licensing

- **Introduction to Real Estate Property Types and Ownership Interests (18m)**
Covers the main property categories like residential and commercial, and ownership forms such as fee simple and leasehold.
- **Physical Characteristics of Real Estate and Their Impact (12m)**
Explains how land features, improvements, and location influence property value and usability.
- **The Role of a Real Estate Agent and Brokerage Structure (25m)**
Describes daily duties, how brokerages operate, and the agent's place within a firm.
- **Understanding the Licensing Process and Exam Format (18m)**
Breaks down state requirements, exam sections, and effective preparation strategies.
- **Core Concepts of Real Estate Practice (15m)**
Introduces key terms and principles essential for every new agent to know.
- **Ethics and Professional Standards in Real Estate (12m)**
Reviews the Code of Ethics and how to maintain professionalism in all dealings.
- **Setting Realistic Goals and Initial Career Planning (10m)**
Helps outline your path into real estate with goal setting and early planning steps.

Legal and Ethical Foundations

- **Essential Elements of a Valid Real Estate Contract (18m)**
Walks through offer, acceptance, consideration, and legal capacity for binding agreements.
- **Types of Real Estate Contracts: Listing, Purchase, and Leases (15m)**
Compares different contract forms and when to use each in transactions.
- **Agency Relationships and Fiduciary Duties (25m)**
Explains agent-client relationships and responsibilities like loyalty and full disclosure.
- **Dual Agency and Transaction Brokerage: Rules and Ethics (12m)**
Covers scenarios where an agent represents both parties and the legal implications.
- **Disclosure Requirements and Material Facts (18m)**
Details what must be disclosed to buyers and how to handle confidential information.
- **Federal Fair Housing Laws and Protected Classes (20m)**
Reviews prohibited practices in advertising, showing, and lending under federal law.
- **State-Specific Fair Housing Regulations (15m)**
Dives into local laws that supplement federal rules and add protected classes.
- **Handling Discrimination Complaints and Prevention (12m)**
Provides strategies to avoid violations and address issues if they arise.
- **Contract Contingencies, Addenda, and Amendments (18m)**
Explains how to modify contracts with legal add-ons for inspections or financing.
- **Statute of Frauds and Contract Enforcement (10m)**
Covers why certain contracts must be in writing and how to enforce them legally.

The Real Estate Transaction Process

- **Steps in a Real Estate Transaction from Listing to Closing (25m)**
Overview of the entire process, including key milestones like offer acceptance and final walkthrough.
- **Preparing a Comparative Market Analysis (CMA) (18m)**
Step-by-step guide to analyzing comparable properties for accurate pricing.
- **Marketing Properties and Ethical Advertising Practices (15m)**
How to list properties effectively while following advertising rules and fair housing laws.
- **Managing Offers, Negotiations, and Counteroffers (20m)**
Techniques for handling multiple offers and reaching mutually acceptable agreements.
- **Home Inspections, Pest Reports, and Property Condition (18m)**
What to expect from inspections and how to interpret reports for client advice.
- **Appraisal Process and Principles (15m)**
Explains how appraisals work and factors that influence property value assessments.
- **Title Searches, Insurance, and Closing Procedures (18m)**
Covers title issues, insurance options, and what happens during the closing meeting.
- **Working with Buyers and Sellers Effectively (12m)**
Communication and problem-solving skills for client interactions throughout the deal.

Real Estate Finance and Math

- **Types of Mortgage Loans: Conventional, FHA, VA, USDA (18m)**
Breaks down loan types and their specific requirements and benefits.
- **Key Mortgage Terms: Down Payments, Points, Escrow (15m)**
Defines essential terms like amortization and loan-to-value ratios clearly.
- **The Mortgage Application and Underwriting Process (20m)**
Steps from application to approval, including documentation needed by lenders.
- **Calculating Mortgage Payments: Principal, Interest, Taxes, Insurance (25m)**
Hands-on guide to computing monthly payments using formulas and examples.
- **Real Estate Commission Calculations (12m)**
How to figure out agent commissions and splits based on agreements.
- **Prorations and Closing Cost Calculations (18m)**
Methods for dividing expenses like property taxes at closing accurately.
- **Property Tax Calculations and Transfer Taxes (15m)**
Understanding how taxes are assessed and paid during real estate transactions.
- **Factors Affecting Property Value and Market Trends (18m)**
Analyzes location, condition, and economic influences on property prices.
- **Area and Volume Measurements for Properties (10m)**
Basics of measuring land and buildings accurately for listings and appraisals.
- **Land Use Controls: Zoning, Building Codes, and Environmental Rules (15m)**
How regulations impact property use, development, and compliance.
- **Water Rights, Easements, and Encroachments (12m)**
Explains property rights and limitations that affect ownership and use.

- **Loan Terms: Fixed-Rate, Adjustable-Rate, Interest-Only (10m)**
Compares different loan structures and their implications for borrowers.

Professional Practice and Career Development

- **Setting Up a Real Estate Business Plan (25m)**
Guides you through creating a plan with goals, strategies, and financial projections.
- **Building a Client Base and Networking (18m)**
Techniques for generating leads and maintaining long-term relationships.
- **Choosing and Interviewing with a Sponsoring Broker (15m)**
What to look for in a brokerage and how to prepare for interviews effectively.
- **Understanding Commission Structures and Business Expenses (12m)**
Covers how agents are paid and managing costs like licensing and marketing.
- **State-Specific Real Estate License Laws and Regulations (20m)**
Dives into your state's rules for practicing real estate legally.
- **State-Mandated Continuing Education and License Renewal (15m)**
Requirements for staying licensed and up-to-date with industry changes.
- **Local Customs, Practices, and Legal Nuances (18m)**
How real estate practices vary by region and what to watch for locally.
- **Professional Development and Industry Networking (12m)**
Ways to grow your career through events, associations, and education.
- **Time Management for Real Estate Agents (10m)**
Strategies for handling multiple clients, listings, and transaction deadlines.
- **Critical Thinking in Transaction Analysis (18m)**
How to spot potential issues in deals and make informed decisions.
- **Problem-Solving for Transaction Obstacles (15m)**
Real case studies on overcoming common hurdles like financing fall-throughs.
- **Ethical Decision-Making in Practice (12m)**
Applying the Code of Ethics to real-world scenarios you'll encounter.
- **Exam-Focused Learning Strategies and Test-Taking Tips (20m)**
Techniques to prepare for the licensing exam, manage time, and reduce anxiety.

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