



Alabama Real Estate Pre-Licensure Course

October 5 – December 2, 2009

A 60-hour, 17-session course focusing on Real Estate fundamentals, principles and practices. Upon completion of the course, students are eligible to sit for the Alabama Real Estate Salesperson Licensing Exam.

Course Instructor



Glenn Henry, Broker



P.O. Box 271 . Montgomery, Alabama 36101-0271
phone 334.229.4686 . fax 334.229.4921
www.alasu.edu

Mission Statement

The mission of the Real Estate course is to provide an outstanding Real Estate education and training program. Our innovative Real Estate curriculum includes: courses, programs, technology and community outreach initiatives that make our program unique. Ultimately, our goal is to produce students who will provide top-notch Real Estate services and products that protect the public, through ethical ideals of honesty, integrity and trust.

Course Description

This course is designed for persons seeking knowledge as future Realtors and Brokers. Real Estate is a very important industry in which critical decision making may be the difference between gains and losses.

The course focuses on Real Estate fundamentals, terminology, rules, regulations, consumer protection, fair housing, contracts, risk management, trust accounts, documentation, procedures, Alabama License Law and Ethics.

Topics to be addressed

Session 1-2.....PRE-TEST, Alabama License Law/Trust Funds and Chapter 19 – Licensing Laws and Professional Affiliation

Session 3-4..... Chapter 2 - Nature and Description of Real Estate and Chapter 3 – Rights and Interests in Land

Session 5..... Chapter 4 – Forms of Ownership and Chapter 5 – Transferring Title

Session 6..... Chapter 6 – Recordation, Abstracts and Title Insurance and Chapter 7 - Contract Law

Session 7..... IN-TERM TEST 1 and Chapter 8 – Real Estate Sales Contracts

Session 8..... Chapter 9 – Mortgage and Note and Chapter 10 – Deeds of Trust

Session 9..... Chapter 11 – Lending Practices and Chapter 12 –The Loan and the Consumer

Session 10..... IN-TERM TEST 2 AND Chapter 13 – Sources of Financing

Session 11..... Chapter 14 – Types of Financing and Chapter 15 - Taxes and Assessments

Session 12..... Chapter 16 – Title Closing and Escrow and Chapter 17 Real Estate Leases

Session 13..... Chapter 18 – Real Estate Appraisal and Chapter 20 The Principal Broker Relationship - Employment

Session 14..... Chapter 21 – The Principal Broker Relationship – Agency Chapter 22 – Fair Housing, ADA, Equal Credit and Community Reinvestment

Session 15..... Chapter 23 – Condominiums, Cooperatives, PUDs and Time Shares and chapters 24 & 25 – Land Use Control, Investing in Real Estate

Session 16..... IN-TERM TEST 3 and review of all material covered

Session 17.....END of Course Final Examination. All students must be present

Course Info

Price \$399
Due at time of enrollment

VA approved for reimbursement

When October 5 - December 2, 2009
Mondays and Wednesdays
5:30 p.m. - 9:05 p.m.

Where Small Business Resource Center
Suite 440
600 South Court Street
Montgomery, Alabama 36104

Registration Form

Name: _____

SS#: _____

Address: _____

City: _____ State: _____ Zip: _____

Home Phone: _____

Cell Phone: _____

Student's Signature _____ Date _____

Received Book? () Yes () No

Witness Signature _____ Date _____

For course descriptions and a complete listing of professional development courses, visit our Continuing Education Fall 2009 Catalog Web site at

www.alasu.edu

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