



Brought to you by the Scottsdale Area Association of REALTORS®

**SALESPERSON'S PRELICENSURE COURSE**

January 11 – February 25, 2021  
Monday – Thursday | 5:30pm – 9pm

**CONTRACT WRITING BOOTCAMP**

Monday & Tuesday | March 1 & 2, 2021  
5:30pm – 8:30pm

Unit 1	Mon. 1/11/21	Orientation, Property & Government Rights
Unit 2	Tue. 1/12/21	Land Development, Zoning, Encumbrances & Liens
Unit 3	Wed. 1/13/21	Contracts & Real Estate Employment Agreements
Unit 4	Thurs. 1/14/21	Agency & Real Estate Brokerage
Unit 5	Tues. 1/19/21	Purchase Contracts
Unit 6	Wed. 1/20/21	Financing Basics
Unit 7	Thurs. 1/21/21	FHA, VA Conventional Loans; Primary & Secondary Markets
Unit 8	Mon. 1/25/21	Key Facts Units 1-7
R 1-7	Tues. 1/26/21	Review Quiz ( Units 1-7)
Unit 9	Wed. 1/27/21	Government Regulations & Fair Housing
Unit 10	Thurs. 1/28/21	Appraisal & Appraisal Approaches
Unit 11	Mon. 2/1/21	Appraisal Income Approaches & Environmental Issues
Unit 12	Tues. 2/2/21	Estates in Real Property
Unit 13	Wed. 2/3/21	Transfer & Methods of Ownership
Unit 14	Thurs. 2/4/21	Deeds & Title Insurance
Unit 15	Mon. 2/8/21	Settlement, Prorations & Investments
Unit 16	Tues. 2/9/21	Key Facts Units 9-15
R 8-16	Wed. 2/10/21	Review Quiz (Units 8-16)
Unit 17	Thurs. 2/11/21	Arizona Real Estate Code
Unit 18	Tues. 2/16/21	Commissioner's Rules, Subdivisions & Timeshares
Unit 19	Wed. 2/17/21	Voluntary Liens & Foreclosures in Arizona
Unit 20	Thurs. 2/18/21	Involuntary Liens & Homestead Exemptions
Unit 21	Mon. 2/22/21	Landlord & Tenant Act, Property Management, Planned Communities & Homeowner's Associations
Unit 22	Tues. 2/23/21	Arizona Water Law & Land Descriptions
Unit 23	Wed. 2/24/21	Key Facts Units 17 – 22
R 17-22	Thurs. 2/25/21	Review Quiz (Units 17-22)
Bootcamp	Mon. 3/1/21	Contract Writing Boot Camp
Bootcamp	Tues. 3/2/21	Contract Writing Boot Camp

**RAISE THE BAR REAL ESTATE SCHOOL**

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