



Real Estate Sales / Fall 2020 Macon Pre-License Course August 31, 2021 – December 9, 2021 Course Syllabus

No recruiting for employment for any real estate brokerage is allowed in this class or on the school premises by any students. Report promptly any efforts to recruit by anyone to the Director for AREEC or to the Georgia Real Estate Commission by calling 404.656.3916. (Commission Rule 520-2.15)

Instructor – Dorothy Mitchell 478-731-8316: dotmitchell10@gmail.com

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.25	Tuesday	August 31, 2021	Orientation
2	6.5	Thursday	September 2, 2021	Property
3	9.75	Tuesday	September 7, 2021	Rights
4	13	Thursday	September 9, 2021	Ownership
5	16.25	Tuesday	September 14, 2021	Transfer
6	19.5	Thursday	September 16, 2021	Government
7	22.75	Tuesday	September 21, 2021	Agency
8	26	Thursday	September 23, 2021	Agency Practical
9	29.25	Tuesday	September 28, 2021	Contract
10	32.5	Thursday	September 30, 2021	Contract Practical
11	35.75	Tuesday	October 5,, 2021	Lease
12	39	Thursday	October 7, 2021	Lease Practical
13	42.25	Tuesday	October 12, 2021	MIDTERM EXAM
14	45.5	Thursday	October 14, 2021	Value
15	48.75	Tuesday	October 19, 2021	Value Practical
16	52	Thursday	October 21, 2021	Finance
17	55.25	Tuesday	October 26, 2021	Finance Practical
18	58.5	Thursday	October 28, 2021	Sellers Cost
19	61.75	Tuesday	November 2, 2021	Buyers Cost
20	65	Thursday	November 4, 2021	License Law
21	68.25	Tuesday	November 9, 2021	Rules and Regulations
22	71.5	Thursday	November 11, 2021	R. E. Math
23	74.75	Tuesday	November 16, 2021	NAR Code of Ethics/Review
24	78	Tuesday	November 18, 2021	Review
25	81.25	Tuesday	November 23, 2021	Review
26	84.5	Tuesday	November 30, 2021	Review
27	0	Tuesday	December 7, 2021	FINAL EXAM
28	0	Thursday	December 9, 2021	FINAL RETAKE

Class Times: Evening classes 6:00 PM to 9:15 PM

Class Dates and Topics are subject to change

If a class date change is necessary, a 2-day notice will be provided.

Middle Georgia Academy of Real Estate

Director: Dorothy Mitchell...Cell – 478-731-8316... School Code - 3651
1501 Bass Road...Macon, GA...31210... Email: dotmitchell10@gmail.com



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Notice to Students – Please Read – Important Information

This class is a 75 hour, Sales-person Pre-license class approved by the Georgia Real Estate Commission. With successful completion, students will be certified to take the state Salesperson exam administered by Applied Measurement Professionals (www.goAMP.com). AMP has a testing facility in Macon.

Location of Class

Classroom is located at Coldwell Banker Access Realty building at 1501 Bass Road, Macon GA, 31210.

Instructor – Dorothy Mitchell Cell: 478-731-8316 Blog: <http://www.mgare.org> Website: www.MGARE.org

School Administrator – Leigha Lowery

Email: Leigha@mycbhomes.com

School Director – Dorothy Mitchell

Email: dotmitchell10@gmail.com

Cost

\$530 – Includes book, tuition, handouts and materials, and Cram course prior to exam. Can be paid by cash, check, or charge card. **You must pay in person if paying by check, cash or money order, we do not have credit card capability in the Macon office.**

Books and Materials

Books and materials are provided and there is no additional cost. These items are included in tuition.

Grading and Attendance

In order to successfully complete this course, you must attend 75 hours of instruction. There are 91 hours of instruction on the schedule. You may miss up to 2 classes, but it is not recommended you miss any classes.

Classwork that must be completed to be eligible to take the final exam:

- 75 Hours of attendance
- Take the Midterm Exam
- Complete Contract assignment
- Complete Valuation assignment
- **Take and pass the final exam with 72% or greater**

Books will be ordered based on the number of students who have paid 10 days prior to class beginning. If you pay later than 10 days prior to class start, you will risk not having a book for the first night of class, but you will receive a book on class night number two.

No personal checks will be accepted after August 15, 2021

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