

**uCertify**

# Course Outline

**Real Estate License Exams**



18 May 2024

1. Pre-Assessment
2. Exercises, Quizzes, Flashcards & Glossary  
Number of Questions
3. Expert Instructor-Led Training
4. ADA Compliant & JAWS Compatible Platform
5. State of the Art Educator Tools
6. Award Winning Learning Platform (LMS)
7. Chapter & Lessons

Syllabus

Chapter 1: Introduction

Chapter 2: Sold! Taking a Glance at Real Estate License Exams

Chapter 3: Using Successful Study and Test-Taking Techniques

Chapter 4: The Job: It Isn't Just Driving People Around

Chapter 5: Understanding Agency Law

Chapter 6: Knowing the Fair Housing Laws for Selling Real Estate

Chapter 7: Owning It: Estates and Interests

Chapter 8: Understanding Forms of Real Estate Ownership

Chapter 9: Knowing the Limitations on Real Estate Ownership

Chapter 10: Transferring Ownership: Deeds and Title Closing

Chapter 11: Giving Up or Losing Property

Chapter 12: Contracts 101

Chapter 13: Leasing Property

Chapter 14: Dealing with Environmental Government Regulations and Issues

Chapter 15: Appraising Property

Chapter 16: Finding the Money: Mortgages

Chapter 17: It's So Taxing: Real Estate Assessment and Taxes

Chapter 18: Investing in Real Estate

Chapter 19: All in the Numbers: Real Estate Mathematics

Chapter 20: Ten Things to Find Out from Your State's Real Estate Law

Chapter 21: Ten Tips to Help You Succeed on the Exam

Videos and How To

## 8. Practice Test

Here's what you get

Features

## 1. Pre-Assessment

Pre-Assessment lets you identify the areas for improvement before you start your prep. It determines what students know about a topic before it is taught and identifies areas for improvement with question assessment before beginning the course.

## 2. Exercises

There is no limit to the number of times learners can attempt these. Exercises come with detailed remediation, which ensures that learners are confident on the topic before proceeding.



## 3. Quiz

Quizzes test your knowledge on the topics of the exam when you go through the course material. There is no limit to the number of times you can attempt it.

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**QUIZ**

#### 4. flashcards

Flashcards are effective memory-aiding tools that help you learn complex topics easily. The flashcard will help you in memorizing definitions, terminologies, key concepts, and more. There is no limit to the number of times learners can attempt these. Flashcards help master the key concepts.

**424**

**FLASHCARDS**

#### 5. Glossary of terms

uCertify provides detailed explanations of concepts relevant to the course through Glossary. It contains a list of frequently used terminologies along with its detailed explanation. Glossary defines the key terms.

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**GLOSSARY OF  
TERMS**

## 6. Expert Instructor-Led Training

uCertify uses the content from the finest publishers and only the IT industry's finest instructors. They have a minimum of 15 years real-world experience and are subject matter experts in their fields. Unlike a live class, you can study at your own pace. This creates a personal learning experience and gives you all the benefit of hands-on training with the flexibility of doing it around your schedule 24/7.

## 7. ADA Compliant & JAWS Compatible Platform

uCertify course and labs are ADA (Americans with Disability Act) compliant. It is now more accessible to students with features such as:

- Change the font, size, and color of the content of the course
- Text-to-speech, reads the text into spoken words
- Interactive videos, how-tos videos come with transcripts and voice-over
- Interactive transcripts, each word is clickable. Students can clip a specific part of the video by clicking on a word or a portion of the text.

JAWS (Job Access with Speech) is a computer screen reader program for Microsoft Windows that reads the screen either with a text-to-speech output or by a Refreshable Braille display. Student can easily navigate uCertify course using JAWS shortcut keys.

## 8. State of the Art Educator Tools

uCertify knows the importance of instructors and provide tools to help them do their job effectively. Instructors are able to clone and customize course. Do ability grouping. Create sections. Design grade scale and grade formula. Create and schedule assessments. Educators can also move a student from self-paced to mentor-guided to instructor-led mode in three clicks.

## 9. Award Winning Learning Platform (LMS)

uCertify has developed an award winning, highly interactive yet simple to use platform. The SIIA CODiE Awards is the only peer-reviewed program to showcase business and education technology's finest products and services. Since 1986, thousands of products, services and solutions have been

recognized for achieving excellence. uCertify has won CODiE awards consecutively for last 7 years:

- **2014**

1. Best Postsecondary Learning Solution

- **2015**

1. Best Education Solution
2. Best Virtual Learning Solution
3. Best Student Assessment Solution
4. Best Postsecondary Learning Solution
5. Best Career and Workforce Readiness Solution
6. Best Instructional Solution in Other Curriculum Areas
7. Best Corporate Learning/Workforce Development Solution

- **2016**

1. Best Virtual Learning Solution
2. Best Education Cloud-based Solution
3. Best College and Career Readiness Solution
4. Best Corporate / Workforce Learning Solution
5. Best Postsecondary Learning Content Solution
6. Best Postsecondary LMS or Learning Platform
7. Best Learning Relationship Management Solution

- **2017**

1. Best Overall Education Solution
2. Best Student Assessment Solution
3. Best Corporate/Workforce Learning Solution
4. Best Higher Education LMS or Learning Platform

- **2018**

1. Best Higher Education LMS or Learning Platform

2. Best Instructional Solution in Other Curriculum Areas
3. Best Learning Relationship Management Solution

- **2019**

1. Best Virtual Learning Solution
2. Best Content Authoring Development or Curation Solution
3. Best Higher Education Learning Management Solution (LMS)

- **2020**

1. Best College and Career Readiness Solution
2. Best Cross-Curricular Solution
3. Best Virtual Learning Solution

## 10. Chapter & Lessons

uCertify brings these textbooks to life. It is full of interactive activities that keeps the learner engaged. uCertify brings all available learning resources for a topic in one place so that the learner can efficiently learn without going to multiple places. Challenge questions are also embedded in the chapters so learners can attempt those while they are learning about that particular topic. This helps them grasp the concepts better because they can go over it again right away which improves learning.

Learners can do Flashcards, Exercises, Quizzes and Labs related to each chapter. At the end of every lesson, uCertify courses guide the learners on the path they should follow.

## Syllabus

### Chapter 1: Introduction

- About This Course
- Icons Used in This Course
- Where to Go from Here

## Chapter 2: Sold! Taking a Glance at Real Estate License Exams

- Checking Out Licensing and Exam Basics
- Sign Me Up: Registering for the Exam
- Knowing What to Take to the Exam ... and What to Leave at Home
- Scoring High: Figuring Out How Scores Are Determined
- Take Two: Retaking the Exam

## Chapter 3: Using Successful Study and Test-Taking Techniques

- One Word to Get You Through: PREPARE
- Trying Terrific Test-Taking Strategies

## Chapter 4: The Job: It Isn't Just Driving People Around

- Recognizing Those in the Real Estate Business and How They Got There
- Knowing What a Real Estate Broker/Salesperson Does
- Understanding How a Real Estate Broker/Salesperson Gets Paid
- Working Hard: Career Opportunities
- Property Management: A Special Kind of Career Opportunity
- Managing a Real Estate Office: You're the Boss, Ms. or Mr. Broker



- Working As an Independent Contractor
- Focusing on Job-Related Laws That You Need to Understand

## Chapter 5: Understanding Agency Law

- Becoming Someone's Real Estate Agent: You're Hired
- Keeping the Faith: The Relationship between an Agent and a Principal
- Meeting Obligations: The Relationship Between an Agent and a Customer
- Making Money (No, Not at the Copy Machine)
- Parting Is Such Sweet Sorrow: Ending an Agency Relationship

## Chapter 6: Knowing the Fair Housing Laws for Selling Real Estate

- Practicing Fair Housing: The Basics
- Don't Do It: Avoiding Discriminatory Actions
- Feeling Safe: Identifying Who's Protected
- Bending the Rules: Understanding Exceptions to the Law
- Extra Coverage: Protecting the Disabled from Discrimination
- Staying Strong: Enforcing the Law

## Chapter 7: Owning It: Estates and Interests

- What Do You Own? Understanding Ownership Terms
- Estates (Even Without the Castles)
- Eyeing Different Ownership Rights

## Chapter 8: Understanding Forms of Real Estate Ownership

- Real Estate Ownership: A Solo or Group Activity
- Special Types of Ownership: Cooperatives, Condominiums, and More

## Chapter 9: Knowing the Limitations on Real Estate Ownership

- Carrying a Not-So-Heavy Encumbrance: Private Limitations on Property Use
- Land-Use Regulation: A Major Public Limitation
- The Government Has Its Say: Other Public Limitations on Property Use

## Chapter 10: Transferring Ownership: Deeds and Title Closing

- Doing the Deed: Delving into Deed Basics
- Getting Closure: Title Closing

## Chapter 11: Giving Up or Losing Property

- Fine by Me: Giving Up Property Voluntarily

- By Force: Losing Property Involuntarily
- Losing Property Very Involuntarily: Passing Title After Passing Away

## Chapter 12: Contracts 101

- Agreeing to Do Something: The Basics of Making a Contract
- So Many Choices: Examining Types of Real Estate Contracts
- The End of the Line: Discharging a Contract
- Breaching a Real Estate Contract

## Chapter 13: Leasing Property

- Identifying Who's Who and What's What
- The Usual Suspects: Preparing a Typical Lease
- Distinguishing among Various Types of Leases
- Breaking a Lease: Types of Eviction
- Getting What You Paid For

## Chapter 14: Dealing with Environmental Government Regulations and Issues

- Deciphering the Federal Government Alphabet Soup
- Assessing the Environmental Effects of Building Developments

- This Stuff Can Make You Sick: Examining Environmental Pollutants and Situations
- Go with the Flow: Water and Waste Issues

## Chapter 15: Appraising Property

- Figuring Out Appraisal Basics
- Understanding the Importance of Location!
- Arriving at Different Types of Value
- Creating, Changing, and Affecting Values: Some Economic Factors
- Finding Value by Analyzing Comparable Sales
- Finding Value by Analyzing Replacement Cost and Depreciation
- Finding Value by Analyzing a Property's Income
- Reconciling a Property's Value

## Chapter 16: Finding the Money: Mortgages

- The Way Things Work: Mortgage Basics
- Examining Sources of (and Insurance for) Funding
- Considerations for Lenders Accepting Mortgages
- Grasping the Different Types of Mortgages
- Comprehending Mortgage Repayment Plans

- Endings You Didn't Anticipate: Foreclosures, Assumptions, and Assignments
- Being Fair: Consumer Protection Laws

## Chapter 17: It's So Taxing: Real Estate Assessment and Taxes

- Who Wants Your Money, and What Do They Want with It? Collecting Taxes
- Recognizing What's So Special about Assessments
- Go Figure! Calculating Taxes Step by Step
- Home Free (Sort of): Eyeing Property Tax Exemptions
- That's Not Right: Protesting Assessments
- Pay or Lose: Tax Liens and Sales

## Chapter 18: Investing in Real Estate

- Focusing on Property Investment
- Partnering Up: Real Estate Investment Organization Structures
- Spending Spree: Acquiring and Building Investments
- Making Money by Investing in Real Estate
- Getting Uncle Sam's Help: The Government's Role in Investing
- By the Numbers: Analyzing Investment Properties

## Chapter 19: All in the Numbers: Real Estate Mathematics

- Don't Lose the Faith, but You May Have to Convert
- Land and Buildings: Measuring Area and Volume
- Percentages: Pinpointing What You Really Need to Know
- Commissions: Tracking Your Moolah
- Making Mortgage Calculations without a Fancy Calculator
- Oh, the Pain: Calculating Taxes
- Putting Proration into Perspective
- Appreciating Appreciation and Depreciation
- Estimating Appraised Value

## Chapter 20: Ten Things to Find Out from Your State's Real Estate Law

- Agency Law
- Fair Housing
- License Law
- Limitations on Land Use
- Money Stuff
- Ownership Rights, Forms, and Theories

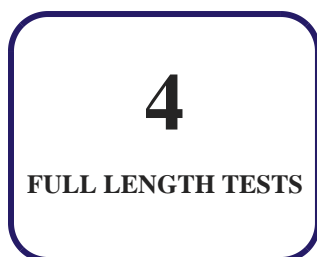
- Property Disclosure
- Tenants' Rights and Rent Control
- Transferring Ownership Involuntarily
- Transferring Ownership Voluntarily

## Chapter 21: Ten Tips to Help You Succeed on the Exam

- Taking the Exam as Soon as You Can
- Knowing the Rules (and Following Them)
- Studying Your State License Law
- Remembering Important Vocabulary
- Focusing on Key Concepts
- Eating Something
- Staying Cool, Calm, and Collected
- Paying Attention (without Overthinking)
- Going with Your Initial Instinct
- Finishing the Job

## 11. Practice Test

## Here's what you get



## Features

Each question comes with detailed remediation explaining not only why an answer option is correct but also why it is incorrect.

### Unlimited Practice

Each test can be taken unlimited number of times until the learner feels they are prepared. Learner can review the test and read detailed remediation. Detailed test history is also available.

Each test set comes with learn, test and review modes. In learn mode, learners will attempt a question and will get immediate feedback and complete remediation as they move on to the next question. In test mode, learners can take a timed test simulating the actual exam conditions. In review mode, learners can read through one item at a time without attempting it.

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