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| H:\EDUCATION COORDINATOR - 2017pf\HSREA LETTERHEAD, LABELS, LOGO\LOGOS\LOGO - HSREA\HSREA new logo - resize 2.png**Indiana Pre-License Class Schedule: July 6, 2020 – September 23, 2020**  **For excellence in real estate education, call (502) 394-6189**  **3707 Charlestown Road, New Albany, IN 47150** |
| **TWELVE-WEEK COURSE Indiana 90-Hour Broker Course**  Mondays & Wednesdays (5:00 pm – 9:15 pm)  **INSTRUCTOR: DONNA DUMSTORF MEREDITH** |

**IN ORDER TO RECEIVE A CERTIFICATE OF COMPLETION THE STUDENT MUST:**

1. **Have paid the course fee of $595.00 in full;**
2. **Complete all 23 classes (90 classroom hours);**
3. **Pass all exams with a cumulative score of at least 75%.**

***MREP 20TH Edition***

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| **DAY** | **DATE** | **CLASS** |
| Mon | July 6 | 1 |
| Wed | July 8 | 2 |
| Mon | July 13 | 3 |
| Wed | July 15 | 4 |
| Mon | July 20 | 5 |
| Wed | July 22 | 6 |
| Mon | July 27 | 7 & EXAM 1 |
| Wed | July 29 | 8 |
| Mon | Aug 3 | 9 |
| Wed | Aug 5 | 10 |
| Mon | Aug 10 | 11 |
| Wed | Aug 12 | 12 |
| Mon | Aug 17 | 13 |
| Wed | Aug 19 | 14 |
| Mon | Aug 24 | 15 & EXAM 2 |
| Wed | Aug 26 | 16 |
| Mon | Aug 31 | 17 |
| Wed | Sept 2 | 18 |
| Wed | Sept 9 | 19 |
| Mon | Sept 14 | 20 |
| Wed | Sept 16 | 21 |
| Mon | Sept 21 | 22 |
| Wed | Sept 23 | 23 & EXAM 3 |
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\*The school will be closed on Monday, September 7, 2020 for Labor Day.

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|  | **CLASS SUBJECTS** | **TEXTBOOK** |
| 1 | Course Overview & Introduction to Real Estate Business and Real Property & the Law | Units 1 & 2 |
| 2 | Basic House Construction & Architecture and Fair Housing | Unit 18 & Workbook |
| 3 | Interests in Real Estate and Forms of Real Estate | Units 3 & 4 |
| 4 | Land Description and Federal Taxation | Unit 5 & Workbook |
| 5 | Transfer of Title & Title Records | Unites 6 & 7 |
| 6 | Real Estate Brokerage & Agency Law | Units 8 & 9 |
| 7 | **Test** & Inspections | Workbook |
| 8 | Client Representation (Contract Law I) | Unit 10 |
| 9 | Real Estate Contracts (Contract Law II) | Unit 11 |
| 10 | Real Estate Financing (Contract Law III) | Unit 12 |
| 11 | Government Involvement in Real Estate | Unit 13 |
| 12 | Real Estate Taxes & Other Liens | Unit 15 |
| 13 | Closing The Real Estate Transaction I | Unit 14 |
| 14 | Closing the Real Estate Transaction II | Unit 14 |
| 15 | **Test** and Property Insurance, Home Warranties & Securities | Workbook |
| 16 | Real Estate Appraisal | Unit 16 |
| 17 | Leases and Property Management | Units 17 & 19 |
| 18 | Land Use Controls & Property Development | Unit 20 |
| 19 | Land Use Controls & Property Development & Environmental Issues | Unit 20 |
| 20 | License Law I | Indiana License Law Manual |
| 21 | License Law II | Indiana License Law Manual |
| 22 | License Law III & Earnest Money & Trust Accounts | Indiana License Law Manual |
| 23 | Current & Geographic Topics & **Test** | Workbook |

\*\*Classes 20, 21 & 22 cover the Indiana license law material and you can enroll and attend just these classes if you are seeking an Indiana license through reciprocity. Please go to [www.hsrea.com](http://www.hsrea.com) to sign up and get additional information.