

45-Hour Postlicense Course by Distance Education
Post-Licensing Education for Real Estate Sales Associates
Dearborn Real Estate Education

Time (50-minute hours)	Unit
3	1—Brokerage Relationships and License Law Update
3	2—Federal and State Laws Affecting Real Estate
3	3—Real Estate Ethics, Education, and Planning
3	4—Information and Technology
3	5—Valuing Residential Property
3	6—Listing Real Property
3	7—Working With Buyers
3	8—Sales and Option Contracts
3	9—Exploring Mortgage Alternatives
3	10—Acquiring Financing for the Property
3	11—The Closing Process
3	12—The Closing Statement
3	13—Analyzing Real Estate Investments
3	14—Professional Property Management
3	End-of-course Exam
45	Total Hours