

**72-Hour Broker Prelicense Course by Distance Education
Dearborn Real Estate Education**

Time (50-minute hours)	Unit
3.5	1: Becoming A Licensed Real Estate Broker
3.5	2: Opening A Real Estate Office
4.0	3: Managing, And Supervising A Real Estate Office
4.0	4: Escrow Management
4.0	5: Inspections And The Disciplinary Process
3.0	6: Overview Of Real Estate Valuation
4.5	7: Sales Comparison, Cost Depreciation, And Income Approaches
2.0	8: Comparative Market Analysis
3.5	9: Basic Business Appraisal
4.0	10: Brokerage Relationships
4.0	11: Contracts
4.0	12: Financing Real Estate
7.0	13: Closing Real Estate Transactions
3.5	14: Federal Income Tax Laws Affecting Real Estate
4.0	15: Investment Real Estate
3.5	16: Zoning And Planning, Subdividing Of Land, And Special Issues
3.5	17: Environmental Concerns Affecting Real Estate Transactions
3.5	18: Property Management
3.0	End-of-course Exam
72.0	Total Hours