

SESSION	SUBJECT	CHAPTERS
---------	---------	----------

NOTE: You may begin classes at any time! Lecture classes can be taken in any order.
Not necessary to wait for class #1.

Fundamentals

1	Real Estate as a Career - Nature of Real Property and Estates in Land	Chapter 1
2	Methods of Holding Title	Chapter 2
3	Transfer of Real Property and Encumbrances	Chapter 3 - 4
4	Public Restrictions on Land	Chapter 5
5	Contract Law	Chapter 6
6	Real Estate Agency Law	Chapter 7
7	Principles of Real Estate Financing	Chapter 10
8	Applying for a Residential Loan	Chapter 11
9	Listing Agreements & Purchase and Sale	Chapter 8-9
10	Real Estate Appraisal	Chapter 12
11	Closing Real Estate Transactions	Chapter 13
12	Federal Income Taxation and Real Estate Civil Rights and Fair Housing	Chapter 14 - 15
13	Property Management and License Law	Chapter 16 - 17
14	Washington Real Estate License Law	Chapter 17

Practices

15	Building My Business
16	Real Estate Math - Financial Calculator
17	Financing Qualifying the Buyer
18	Agency - Buyer and Seller
19	Showing Property
20	Contracts Residential Purchase and Sale
21	Contracts Residential Purchase and Sale
22	Pricing Property Comparable Market Analysis