

Michigan Department of Labor & Economic Growth
 Bureau of Commercial Services
 Testing, Education & Program Services
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**SUGGESTED CONTENT FOR SALESPERSONS’
 FUNDAMENTALS OF REAL ESTATE COURSE
 (40 CLOCK HOURS)**

| <u>CLOCK HOURS PER TOPIC</u> | <u>TOPIC DESCRIPTION</u> |
|----------------------------------|--|
| 8.0 | Michigan Occupational Code, Articles 1-6, Article 25, Administrative Rules, Land Sales Act, Subdivision Control Act |
| 4.0 | Fair Housing Laws, Michigan and Federal |
| 3.0* | Real Estate Math |
| 1.0 | Legal Descriptions |
| .5 | Property Valuation |
| 3.0 | Principal/Agent Relationship, the Law of Agency |
| 3.0 | Contracts and Contract Law; Listing, Purchase and Option Agreements |
| 1.0 | Title Evidence, Public Land Records, Title Insurance, Abstracts |
| 1.0 | The Estate Concept, Tenencies of Title |
| 3.0 | Mortgage Clauses & Conditions, Truth in Lending |
| 3.0 | Real Estate Financing |
| 2.0 | Transfer of Title, Types and Characteristics of Deeds |
| 1.0 | Landlord/Tenant Statutes, Security Deposit Act |
| 1.0 | Condominium Concepts and Laws, including Timeshare, Leasehold, Conversions; Cooperative Housing |
| 3.0 | Environmental Issues |
| 2.5 | Additional State Topics |
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| 40.0 | TOTAL HOURS |

This is a suggested content outline only. Time allocations may vary. **The only topic’s time allocation that may not be altered is the mandatory 4 hours of instruction in civil rights law and equal opportunity in housing.**

*Basic math principles may be reviewed in class with practice of math problems assigned as homework. Remedial math for those experiencing difficulties may be provided outside class. If this method is chosen, you may wish to reduce math to two hours and use the additional two hours on other topics, i.e., environmental issues, buyer broker relationships.