

RLEST-183: Real Estate Broker Preparation

Course Description:

The course satisfies the educational requirement for the State of Wisconsin Real Estate Brokers Exam. The course focuses on closing a transaction; the responsibilities of a broker, including: employer and human resources, supervision and leadership, managing liability and risk, and disclosure duties. A real estate business, as a business, includes: trust accounts, special issues from Starker Exchanges, auctions, foreclosures, and short sales. Instruction also includes familiarity with all of the forms of contract options, in detail.

Total Credits: 3.00

Course Competencies

- 1. Explain Contracts.**
- 2. Explain Approved Forms.**
- 3. Explain Other Transaction Documents.**
- 4. Explain Consumer Protection.**
- 5. Explain Duties to Other Licensees.**
- 6. Explain Business Ethics.**
- 7. Explain Business Management.**
- 8. Explain Financial Management.**
- 9. Explain Office Management.**
- 10. Explain Specialty Properties.**
- 11. Explain Financing**
- 12. Explain Alternative Transfers.**