I. The Real Estate Business (1%)
   A. An Introduction to the Real Estate Business
   B. Real Estate Brokerage
   C. Development and Construction
   D. The Role of Government
   E. Professional Organizations

II. License Law and Qualifications for Licensure (6%)
   A. Historical Perspective of Florida Real Estate License Law
   B. Statutes and Rules Important to Real Estate
   C. General Licensing Provisions
   D. Sales Associate Qualifications for Licensure
   E. Post-Licensing Education
   F. Continuing Education
   G. Broker Requirements
   H. Registration and Licensure
   I. Real Estate Services
   J. Individuals Who Are Exempt from a Real Estate License

III. License Law Administration (2%)
   A. Florida Real Estate Commission
   B. Department of Business and Professional Regulation (DBPR)
      1. Real Estate Regulation

IV. Brokerage Relationships and Ethics (7%)
   A. Law of Agency
   B. Brokerage Relationships in Florida
      1. Transaction Broker
      2. Single Agent
      3. No Brokerage Relationship
      4. Transition to Transaction Broker
   C. Misrepresentation and Fraud
   D. Professional Ethics
   E. Sales Associate to Broker

V. Real Estate Brokerage Operations (12%)
   A. Brokerage Offices
   B. Advertising
   C. Escrow or Trust Accounts- General Rules
      1. Broker Held
      2. Attorney/Title Company Held
   D. Rental Information and Lists
   E. Broker’s Commission
      1. Anti-Trust Laws
      2. Lien Law on Real Property
      3. Sales Associate Commission
         a. Math-Commission
      4. Kickbacks
      5. Change of Employer
   F. Types of Business Entities That May or May Not Register
      1. Sole Proprietorship
      2. Partnerships
      3. Corporation
      4. LLC- Limited Liability Company
   G. Trade Names
   H. Unlicensed Assistants

VI. Complaints, Violations, and Penalties (2%)
   A. Complaint Process- Seven Steps
   B. Violations and Penalties
      1. Grounds for Denial
      2. Grounds for Suspension
      3. Grounds for Revocation
   C. Types of Penalties
   D. Real Estate Recovery Fund
   E. Legal Terms to Know
   F. Disciplinary Guidelines

VII. Federal and State Housing Laws (4%)
   A. Federal and State Fair Housing Law
   B. Federal Laws Regarding Land and the Environment
   C. Federal Laws Regarding Mortgage Lending
   D. Florida Residential Landlord and Tenant Act
      1. Security Deposit
      2. Advance Rentals
      3. Commingling

VIII. Property Rights: Estate, Tenancies, and Multiple Ownership Interests (8%)
   A. The Nature of Property
      1. Physical Components
      2. Personal Property
   B. General Property Rights
   C. Estate and Tenancies
      1. Fee Sample
      2. Life Estate
      3. Tenancy at Will
      4. Tenancy at Sufferance
      5. Tenancy in Common
      6. Joint Tenancy
      7. Tenancy by the Entireties
   D. Homestead
      1. Protection of Homestead
      2. Tax Exemption
   E. Cooperatives, Condominiums, and Time Sharing

IX. Titles, Deeds, and Ownership Restrictions (7%)
   A. Title to Real Property
   B. Acquiring Legal Title
      1. Voluntary Alienation
      2. Involuntary Alienation
      3. Types of Notice
      4. Condition of Title
   C. Deeds
      1. Clauses- Deed
      2. Statutory Deeds
      3. Special Purpose Deeds
   D. Ownership Limitations and Restrictions
      1. Easements
      2. Leases
      3. General and Specific Liens
      4. Public/Government Restrictions
      5. Deed Restrictions

X. Legal Descriptions (5%)
   A. Purposes of Legal Descriptions
B. Types of Legal Descriptions
   1. Metes and Bounds
   2. Lot and Block
   3. Government Survey System
   4. Math- Legal Description

XI. Real Estate Contracts (12%)
   A. Preparation of Contracts
   B. Essentials of a Contract
   C. Statute of Frauds
   D. Statute of Limitations
   E. Transfer of Real Property
   F. Contract Categories
   G. Contract Negotiation
   H. Termination of Contracts
I. Contracts Important to Real Estate
   1. Listing Contracts
      a. Brokers Compensation
   2. Buyer-Broker Agreement
   3. Option Contracts
   4. Sale and Purchase Contracts
   5. Mandatory Disclosures
      a. Material Defects
      b. Radon Gas
      c. Lead-based Paint
      d. Energy Efficiency Brochure
      e. Home Owners Association
      f. Property Tax
      g. Building Code

XII. Real Estate Finance (10%)
   A. Legal Theories of Mortgages
   B. Loan Instruments
   C. Mortgage Clauses
   D. Types of Mortgage Loans
      1. FHA
      2. VA
      3. Conventional
   E. Methods of Purchasing Mortgaged Property
   F. Other Types of Financing
   G. Qualifying the Buyer
   H. Math- Finance

XIII. The Mortgage Market (4%)
   A. The Mortgage Market and Money Supply
   B. Federal Regulatory Bodies
   C. Primary Mortgage Market
   D. Secondary Mortgage Market
   E. Mortgage Fees

XIV. Computations and Title Closing (6%)
   A. Math- Computations
   B. Closing Statements

XV. Estimating Real Property Value (8%)
   A. Appraisal Regulation/USPAP
   B. Market Value
   C. Approaches to Estimating Real Property Value
      1. Sales Comparison Approach
      2. Cost-Depreciation Approach
      3. Income Capitalization Approach

D. Comparative Market Analysis (CMA)
E. Broker Price Opinion (BPO)

XVI. Product Knowledge
   A. Lot Types
   B. Structural Elements

XVII. Real Estate Investment Analysis and Business
      Opportunity Brokerage (2%)
   A. Real Estate as an Investment
   B. Analyzing Investment Properties
   C. Assessment of Risks
   D. Leverage
   E. Business Brokerage

XVIII. Taxes Affecting Real Estate (3%)
   A. City and County Property Taxes
      1. Math- Taxes
   B. Federal Income Taxes

XIX. The Real Estate Market
   A. Characteristics of the Real Estate Market

XX. Planning and Zoning (1%)
   A. Local Planning Agency
   B. The Planning Process
   C. Zoning Laws and Code Enforcement