

|              |  |
|--------------|--|
| <b>Title</b> | <b>Contracts for Listing Real Property</b> |
|--------------|--|

| <b>Time</b> | <b>Unit Title</b>                     | <b>Section</b>     | <b>Learning Objectives</b>  |
|-------------|---------------------------------------|--------------------|---|
| 10          | Definition                            | Reading Assignment | <ul style="list-style-type: none"> <li>• Read and understand</li> </ul>   |
| 20          | Listing Terms and Points              | Reading Assignment | <ul style="list-style-type: none"> <li>• Length of Listing, selling commission, cancellation of contract, expiration of contract</li> <li>• Understand the resolution and topics that may be applicable to the final exam.</li> <li>• Review points of suggested list price determination</li> <li>• Understand how to find comparable listings and sales</li> <li>• Understand relation of withdrawn and expired listings</li> </ul>                         |
| 5           |                                       |                    |   |
| 15          |                                       |                    |   |
| 10          | Characteristics of Good Listing Agent | Reading Assignment | <ul style="list-style-type: none"> <li>Review the characteristics</li> <li>Understand why sellers want these characteristics in an agent</li> </ul>   |
| 10          | Market Dependent Pricing              |                    | <ul style="list-style-type: none"> <li>• Read about Market Dependent Pricing</li> <li>• Review sample chart</li> </ul>  |
| 20          | Listing Contract                      | Reading Assignment | <ul style="list-style-type: none"> <li>• Review sample listing contract</li> <li>• Learn how to protect the seller's interests and allow buyer to submit a reasonable offer</li> <li>• Understanding necessity of disclosure on the contract</li> <li>• Be aware of nevada law regarding rejected offers</li> <li>• Missing Sections and Terms within the Contract</li> <li>• Requirements regarding all commissions to be present within contract</li> </ul> |
| 20          |                                       |                    |   |
| 20          | Equal Opportunity                     | Reading Assignment | <ul style="list-style-type: none"> <li>• Read and understand pertinent date regarding equal opportunity in housing to include</li> <li>• Civil Rights Act of 1866, Fair Housing Act, Americans with Disabilities Act,</li> <li>• Equal Credit Opportunity Act, etc.</li> </ul>  |
| 15          |                                       |                    |   |
| 15          | Washoe County Listing Contract        | Reading Assignment | <ul style="list-style-type: none"> <li>• Review sample Exclusive Right to Sell Contract for Washoe County</li> </ul>  |
| 20          | Practice Exam                         | Reading assignment |   |
| 3 Hrs       | Total Time                            |                    |   |
| 180         | Total Minutes                         |                    |   |