

Title	Listing Contracts Used in Nevada
--------------	---

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of suggested list price determination • Understand how to find comparable listings and sales • Understand relation of withdrawn and expired listings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