



Utah System of Higher Education

The Gateway, Salt Lake City, UT 84101

801-646-4784

Real Estate		Course Description	
Catalog Year: 2025, Required Hours: 120, Credits: 4			
Foundational Courses (Required Hours: 120, Credits: 4)			
Foundational Courses (Required Hours: 120, Credits: 4)		Credits	Hours
TERE 1100	Pre-licensing	4.00	120.00
The Real Estate course is state approved and designed to prepare students to pass the licensing exams and earn a real estate license in the State of Utah. Utah law requires that students complete a 120-hour educational course before they take the Utah real estate licensing exam. Our Pre-Licensing course includes instruction and review tests to prepare you to take the Utah real estate sales agent exam.			
Objectives:			
<ul style="list-style-type: none">• Define and describe real property, land, and real estate.• Distinguish between real and personal property.• Compute basic math skills including profit & loss, simple interest, proration, commissions, etc.• Identify the approved forms and addenda a licensee may fill out and the circumstances under which each should be used.• Define closing as it relates to a real estate transaction.• Differentiate between debits and credits.• Explain how it is determined where debits and credits go on the settlement statement.• Explain the term “agency” and different agency types.• Use of the proper forms of agency including the relationship between agent, subagent, client, and customer.• Compare and contrast the various types of ownership and indicate situations when each would be appropriate or required.			