



Utah System of Higher Education

The Gateway, Salt Lake City, UT 84101

801-646-4784

Real Estate		Course Description	
<i>Catalog Year: 2024, Required Hours: 120, Credits: 4</i>			
Foundational Courses (Required Hours: 120, Credits: 4)			
<i>Aligned Courses (Required Hours: 120, Credits: 4)</i>		Credits	Hours
TERE 1100	Pre-licensing	4.00	120.00
<p>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.</p> <p>Objectives:</p> <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. 			