UTAH SYSTEM OF HIGHER EDUCATION

Utah System of Higher Education
Real Estate
FY2028 / 4 Credits (120 Clock-Hours)

Foundational Courses

TERE 1100 Pre-licensing **4 Credits / 120 Clock-Hours**

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:
• 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.