



6717 E. 2nd St., Suite D  
Prescott Valley AZ 86314

928-499-7970

www.WinnSchoolofRealEstate.com



## REAL ESTATE PRINCIPLES

**Assignment Schedule - Evening Class Beginning 5/28/2019 5 PM for orientation- All other sessions are from 5:30 PM to 8:30 PM**

Sess	DATE	Day	Chpt #	Chapter/Title	Notes
1	28-May	Tue	6	Intro to the Real Estate Business	Pages 129-137 only
2	29-May	Wed	1	Real Property and the Law	Pages 1-12 only
3	30-May	Thu	2	Interest in Real Estate	
4	3-Jun	Mon	2	Forms of Real Estate Ownership	
5	4-Jun	Tue	NA	Math	
6	5-Jun	Wed	15	Land Descriptions	
7	6-Jun	Thu	3	Transfer of Title/Title Records	
8	10-Jun	Mon	4	Encumbrances	
9	11-Jun	Tue	NA	Quarterly 1	
10	12-Jun	Wed	17	Real Estate Brokerage	
11	13-Jun	Thu	10	AZ Commissioner's Rules	Pages 225-245 only
12	17-Jun	Mon	NA	Review of ADRE Website & SPS	
13	18-Jun	Tue	11&13	Agency & Client Rep Agreements	
14	19-Jun	Wed	12	Real Estate Contracts	
15	20-Jun	Thu	NA	Review Exam #1	
16	24-Jun	Mon	7	Real Estate Financing	
17	25-Jun	Tue	5	Government Involvement in RE Financing	
18	26-Jun	Wed	16	Closing the Real Estate Transaction	
19	27-Jun	Thu	1 & 6	Real Estate Taxes and Investments	Pages 13-24 & 123-129
20	1-Jul	Mon	14	Real Estate Appraisal	
21	2-Jul	Tue	NA	Quarterly 2	
22	8-Jul	Mon	9	Leases & ARLTA	Pages 201-209
23	9-Jul	Tue	8	Fair Housing	
24	10-Jul	Wed	9	Property Management	Pages 210-217
25	11-Jul	Thu	10	Land Use Controls & Property Development	Pages 246-276
26	15-Jul	Mon	NA	Construction & Home Inspection	
27	16-Jul	Tue	18	Environmental Issues & Water	
28	17-Jul	Wed	NA	MLS & Code of Ethics	
29	18-Jul	Thur	NA	Review Exam #2	
30	22-Jul	Mon	NA	Review Exam #3	
F	25-Jul	Thur	NA	Final Exam Day	

SPONSORS:



SKYE DIREEN 928-899-8103



William F. Northrup IV  
NMLS# 1300935



912-243-1212