STATE REAL ESTATE COMMISSION
POST OFFICE BOX 2649
HARRISBURG, PA 17105-2649
1-833-367-2762

BROKER COURSE INFORMATION

All real estate courses must qualify in accordance with Section 35.271 of the Rules and Regulations of the State Real Estate Commission in order to be applied toward the 16 credits, 240 hours of instruction, in professional real estate education required for the broker examination.

The Commission strongly recommends that educational institutions implement the Commission recommended uniform titles, minimal content outline and clock hours for courses in the areas of study listed in Section 35.271.(2).

Students submitting transcripts from educational institutions implementing this recommendation should experience no difficulties in the qualification of their credits for the broker examination requirements.

Students submitting transcripts from educational institutions who have not implemented this recommendation could experience difficulty in the qualifications of their credits for the broker examination requirements.

It is the responsibility of the administrator of a college, university or accredited institute of higher learning, or director of a real estate school to determine that the real estate courses offered by that educational institution qualify.

Whenever the responsible administrator of a college, university, or accredited institute of higher learning determines that a qualifying real estate course will be offered as part of the educational institution's curriculum, the responsible administrator should immediately submit to the Commission a COURSE APPROVAL APPLICATION (SPOA 2137.IL or 2137.DE).

Whenever the director of a real estate school determines that a qualifying real estate course will be offered as part of the school's curriculum, the director is required to immediately submit to the Commission a COURSE APPROVAL APPLICATION (SPOA 2137.IL or 2137.DE).

A real estate school is required to maintain at its administrative office all records relative to the qualifications of their courses including the course content outline. These records must be available for review by the Commission's representative when monitoring the real estate program of the school.

REAL ESTATE LAW (30 hours)

Minimum Content Outline

I. Introduction to Real Property
- A. Definition of Real Estate
  - 1. Personal property in a real estate transaction
- B. Rights of Ownership
  - 1. Public and private restrictions
    - a. Easements and other nonpossessory rights
    - b. Zoning and other governmental regulations
- C. How Ownership is Held
  - 1. Severalty
  - 2. Co-ownership
    - a. Wills, inheritance, estate planning concerns
  - 3. Partnerships, Corporations
- D. Transfer of Interests in Real Estate
  - 1. Methods of transfer
  - 2. Deeds
    - a. Components
    - b. Warranties

II. Contract Law
- A. Components of a Valid Contract
- B. Statute of Frauds
- C. Enforceability
- D. Default Remedies
- E. Other Laws That Affect Real Estate Contracts

III. The Real Estate Transaction
- A. Preparation of the Agreement of Sale
- B. Legal Requirements Effecting a Valid Contract
- C. Contingencies and Addenda
- D. Closing
  - 1. Types of deeds and how to recognize them
  - 2. Financing and Regulation Z
  - 3. Reading legal descriptions
  - 4. Surveys
  - 5. Title Matters
    - a. Abstracts
    - b. Title Insurance
    - c. Marketable title
    - d. Clearing defects
  - 6. Financing Instruments
  - 7. Preparation of closing exhibits
  - 8. RESPA
  - 9. Transfer of other interests
    - a. Homeowners associations
- E. Disbursement of Funds
  - 1. Escrow funds
  - 2. Settlement costs
  - 3. Title clearance
- F. Post-closing Procedures
  - 1. Recording documents
- G. Tax Considerations

IV. Leases
- A. Contract Provisions
- B. Landlord/Tenant Act

V. Law and the Real Estate Licensee
- A. License Law
- B. Fair Housing Laws
- C. Anti-Trust Laws
- D. Liability
  - 1. Disclosures
  - 2. Risk Reduction
- E. Counsel of an Attorney

VI. Law of Agency

These topics should be discussed in detail emphasizing the most current statutes and cases as they apply in Pennsylvania.