

**REAL ESTATE TRAINERS**  
**SALESPERSON CRASH COURSE**  
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| 2              | Laws of Agency and Fiduciary Duties                    | 11          | 17%               |
| 3              | Property Valuation and Financial Analysis              | 20          | 14%               |
| 4              | Financing  | 28          | 9%                |
| 5              | Transfer of Property                                   | 37          | 8%                |
| 6              | Practice of Real Estate and Disclosures                | 43          | 25%               |
| 7              | Contracts  | 54          | 12%               |
| 8              | Odds & Ends  | 63          | N/A               |

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**SECTION 1 – PROPERTY OWNERSHIP, LAND USE CONTROLS, REGULATIONS (15%)**

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55. Mello Roos Assessment—
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