

MD Real Estate Principles & Practices

June 8, 2024 - July 13, 2024



Instructor Information

Instructor
Seun Lawal

Email
info@mytristaracademy.com

Class Days & Times
Sat & Sun. 9:00AM – 4:00PM (1
hour Lunch break)
Saturday 9AM-4PM (Makeup)

Course Information

Objectives

The pre-licensing program, Maryland Principles and Practices of Real Estate for Salespersons, is designed to teach the student the basic fundamentals of real estate in order to pass the State Licensing Examination. Passing the State Licensing Examination allows the recipients to affiliate his/her license with a Broker of his/her choice and begin a career as a real estate agent.

Refer to Our School Catalog for Our Policies & Procedures

Course Schedule Syllabus

Textbook Title: Principle of Real Estate Practice in Maryland, 1st Edition

Session #	Date & Time	Topics	Units Covered
1	6/8/2024 (Sat) 9:00AM – 4:00PM	The Real Estate Business Rights in Real Estate Interests and Estates Ownership	Chapter #1 Chapter #2 Chapter #3 Chapter #4
2	6/9/2024 (Sun) 9:00AM – 4:00PM	Encumbrances and Liens Transferring & Recording Title to Real Estate Leasing Essentials	Chapter #5 Chapter #6 Chapter #7
3	6/15/2024 (Sat) 9:00AM – 4:00PM	Quiz #1 Land Use Planning and Control Legal Description Fundamentals of Contract Law	Chapters # 1-6 Chapter #8 Chapter #9 Chapter #10
4	6/16/2024 (Sun) 9:00AM – 4:00PM	National Agency Listing Agreements: An Overview General Brokerage Practices	Chapter #11 Chapter #12 Chapter #13
5	6/22/2024 (Sat) 9:00AM – 4:00PM	Quiz #2 Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value	Chapters # 7-12 Chapter #14 Chapter #15 Chapter #16

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6	6/23/2024 (Sun) 9:00AM - 4:00PM	Real Estate Finance Real Estate Investment Real Estate Taxation	Chapter #17 Chapter #18 Chapter #19
7	6/29/2024 (Sat) 9:00AM - 4:00PM	MIDTERM Professional Practices Closings Overview of Licensing and Regulation Risk Management	Chapters #1-18 Chapter #20 Chapter #21 Chapter #22 Chapter #23
8	6/30/2024 (Sun) 9:00AM - 4:00PM	Property Management The Maryland Regulatory Environment Maryland Licensing Requirements Maryland Regulations of Business Conduct	Chapter #24 Chapter #25 Chapter #26 Chapter #27
9	7/6/2024 (Sat) 9:00AM - 4:00PM	Quiz #3 Maryland Brokerage Relationships & Disclosure Ethical Practices and Fair Housing Other Maryland Laws and Practices	Chapters #19-27 Chapter #28 Chapter #29 Chapter #30
10	7/7/2024 (Sun) 9:00AM - 4:00PM	Real Estate Mathematics Full Course Review FINAL EXAM	Page 550 Chapters 1-30
11	7/13/2024 (Sat) 9:00AM - 4:00PM	<i>6hr Make Up Session (Not Mandatory for Everyone)</i>	-