

# MD Real Estate Principles & Practices

May 24, 2021 - June 7, 2021



## Instructor Information

**Instructor**  
Chris Sinanan

**Email**  
info@mytristaracademy.com

**Class Days & Times**  
M T W T H F | 9:00AM – 4:00PM  
(1-hour lunch break)

## 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

Session #	Date & Time	Topics	Units Covered
1	5/24/2021 (Mon) 9:00AM – 4:00PM	Introduction & Housekeeping Introduction to Real Estate Business Real Property and the Law MD Real Estate License Law & Related Regulations MD Ethics, Flipping & Predatory Lending	-- National #1 National #2 State #1 State #14
2	5/25/2021 (Tues) 9:00AM – 4:00PM	<b>Quiz #1</b> Interests in Real Property MD Law Real Estate Interests & Ownership Forms of Real Estate Ownership Land Description	<b>Session 1 Units</b> National #3 State #4 National #4 National #5
3	5/26/2021 (Wed) 9:00AM – 4:00PM	Transfer of Title Title Records MD Law – Transfer of Title & Recordation Real Estate Brokerage MD Law – Real Estate Brokerage	National #6 National #7 State #10 National #8 State #2
4	5/27/2021 (Thurs) 9:00AM – 4:00PM	<b>Quiz #2</b> Agency MD Law – Real Estate Agency Client Representation Agreements	<b>Session 2 &amp; 3 Units</b> National #9 State #6 National #10
5	5/28/2021 (Fri) 9:00AM – 4:00PM	<b>Quiz #3</b> MD Law – Representation Agreements Real Estate Contracts MD Law – Real Estate Sales Contracts	<b>Session 4 Units</b> State #5 National #11 State #7

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-	5/31/2021	NO CLASS - MEMORIAL DAY	-
6	6/1/2021 (Tues) 9:00AM - 4:00PM	<b>Mid-Term Exam</b> Real Estate Financing Government Involvement in Real Estate Financing MD Law - Real Estate Financing	<b>Session 1-5 Units</b> National #12 National #13  State #9
7	6/2/2021 (Wed) 9:00AM - 4:00PM	Closing the Real Estate Transaction MD Law - Closing the Real Estate Transaction Real Estate Taxes & Other Liens MD Law - Real Estate Taxes & Other Liens	National #14 State #11  National #15 State #8
8	6/3/2021 (Thurs) 9:00AM - 4:00PM	<b>Quiz #4</b> Real Estate Appraisal Leases MD Law - Leases Fair Housing MD Law - Fair Housing	<b>Session 6 &amp; 7 Units</b> National #16 National #17 State #12 National #18 State #3
9	6/4/2021 (Fri) 9:00AM - 4:00PM	<b>Quiz #5</b> Property Management Land Use Control & Property Development Environmental Issues and the Real Estate Transaction MD Law - Environmental Issues and the Real Estate Transaction Law Review ( <i>Study Purposes Only</i> )	<b>Session 8 Units</b> National #19 National #20 National #21  State #13  All State Units
10	6/7/2021 (Mon) 9:00AM - 4:00PM	Math Review Course Program Review <b>FINAL EXAM</b>	National Math FAQ <b>National #1-21</b> <b>State 1 -14</b>
	6/8/2021 (Tues) 9:00AM - 4:00PM	<i>Makeup Session</i>	