

# MD Real Estate Principles & Practices

August 2, 2021 - September 27, 2021



## Instructor Information

### Instructor

Chris Sinanan  
Seun Lawal

### Email

info@mytristaracademy.com

### Class Days & Times

Mon. & Wed. | 6:30PM – 9:30PM  
Saturdays | 9:00AM – 4:00PM

## 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	8/2/2021 (Mon) 6:30PM – 9:30PM	Introduction & Housekeeping Introduction to Real Estate Business Real Property and the Law	-- National #1 National #2
2	8/4/2021 (Wed) 6:30PM – 9:30PM	MD Real Estate License Law & Related Regulations	State #1
3	8/9/2021 (Mon) 6:30PM – 9:30PM	MD Ethics, Flipping & Predatory Lending	State #14
4	8/11/2021 (Wed) 6:30PM – 9:30PM	Interests in Real Property MD Law Real Estate Interests & Ownership Quiz #1	National #3 State #4 National #1 & #2
5	8/14/2021 (Sat) 9:00AM – 4:00PM	Agency MD Law – Real Estate Agency Forms of Real Estate Ownership	National #9 State #6 National #4
6	8/16/2021 (Mon) 6:30PM – 9:30PM	Land Description Transfer of Title Quiz #2	National #5 National #6 National #3-4, #9
7	8/18/2021 (Wed) 6:30PM - 9:30PM	Title Records MD Law – Transfer of Title & Recordation Real Estate Brokerage	National #7 State #10 National #8
8	8/23/2021 (Mon) 6:30PM – 9:30PM	MD Law – Real Estate Brokerage Client Representation Agreements MD Law – Representation Agreements Quiz #3	State #2 National #10 State #5 National #5-8

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9	8/25/2021 (Wed) 6:30PM - 9:30PM	Real Estate Contracts MD Law - Real Estate Sales Contracts	National #11 State #7
10	8/30/2021 (Mon) 6:30PM - 9:30PM	Review Mid-Term Exam	National #1-11 State #1-2, #4-7, #10, #14
11	9/1/2021 (Wed) 6:30PM - 9:30PM	Real Estate Financing Government Involvement in Real Estate Financing MD Law - Real Estate Financing	National #12 National #13  State #9
12	9/4/2021 (Sat) 9:00AM - 4:00PM	Real Estate Financing <i>Continued</i> 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 #12-13 National #14 State #11  National #15 State #8
-	9/6/2021 (Mon)	NO CLASS - LABOR DAY	-
13	9/8/2021 (Wed) 6:30PM - 9:30PM	Real Estate Appraisal Quiz #4	National #16 National #12-15
14	9/13/2021 (Mon) 6:30PM - 9:30PM	Leases MD Law - Leases Fair Housing MD Law - Fair Housing	National #17 State #12 National #18 State #3
15	9/15/2021 (Wed) 6:30PM - 9:30PM	Property Management Land Use Control & Property Development Quiz #5	National #19 National #20 National #16-18
16	9/20/2021 (Mon) 6:30PM - 9:30PM	Environmental Issues and the Real Estate Transaction MD Law - Environmental Issues and the Real Estate Transaction	National #21  State #13
17	9/22/2021 (Wed) 6:30PM - 9:30PM	Law Review ( <i>Study Purposes Only</i> ) Math Review	Law Quiz National Math FAQ
18	9/25/2021 (Sat) 9:00AM - 4:00PM	Make Up Session	-
19	9/27/2021 (Mon) 6:30PM - 9:30PM	FINAL EXAM	National #1-21 State 1 -14
	10/1/2021 (FRI) 7:00PM - 8:00PM	VIRTUAL GRADUATION DAY	