

# MD Real Estate Principles & Practices

August 19, 2024 - August 31, 2024



## Instructor Information

**Instructor**  
Bill Inglis

**Email**  
info@mytristaracademy.com

**Class Days & Times**  
Mon. through Fri. 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, 1<sup>st</sup> Edition

Session #	Date & Time	Topics	Units Covered
1	8/19/2024 (Mon) 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	8/20/2024 (Tues) 9:00AM – 4:00PM	Encumbrances and Liens Transferring & Recording Title to Real Estate Leasing Essentials	Chapter #5 Chapter #6 Chapter #7
3	8/21/2024 (Wed) 9:00AM – 4:00PM	<b>Quiz #1</b> Land Use Planning and Control Legal Description Fundamentals of Contract Law	<b>Chapters # 1-6</b> Chapter #8 Chapter #9 Chapter #10
4	8/22/2024 (Thurs) 9:00AM – 4:00PM	National Agency Listing Agreements: An Overview General Brokerage Practices	Chapter #11 Chapter #12 Chapter #13
5	8/23/2024 (Fri) 9:00AM – 4:00PM	<b>Quiz #2</b> Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value	<b>Chapters # 7-12</b> Chapter #14 Chapter #15 Chapter #16

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6	8/26/2024 (Mon) 9:00AM - 4:00PM	Real Estate Finance Real Estate Investment Real Estate Taxation	Chapter #17 Chapter #18 Chapter #19
7	8/27/2024 (Tues) 9:00AM - 4:00PM	<b>MIDTERM</b> Professional Practices Closings Overview of Licensing and Regulation Risk Management	<b>Chapters #1-18</b> Chapter #20 Chapter #21 Chapter #22 Chapter #23
8	8/28/2024 (Wed) 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	8/29/2024 (Thurs) 9:00AM - 4:00PM	<b>Quiz #3</b> Maryland Brokerage Relationships & Disclosure Ethical Practices and Fair Housing Other Maryland Laws and Practices	<b>Chapters #19-27</b> Chapter #28  Chapter #29 Chapter #30
10	8/30/2024 (Fri) 9:00AM - 4:00PM	Real Estate Mathematics Full Course Review <b>FINAL EXAM</b>	Page 550 Chapters 1-30
11	8/31/2024 (Sat) 9:00AM - 4:00PM	<i>6hr Make Up Session (Not Mandatory for Everyone)</i>	-