

MD Real Estate Brokers Principles & Practices

Course Information



Instructor(s)

Cindy B. Sinanan
MD, DC, & VA Broker

Dates

Module #3: 9/11 – 9/29/2023

Class Days & Times

Monday, Wednesday, Friday
5:00PM – 10:00PM
(1 Hour Dinner Break Included)

Refer to Our School Catalog for Our Policies & Procedures

COURSE SCHEDULE SYLLABUS – MODULE #3

No additional textbooks for this module. Workbooks & Handouts are provided a part of the course.

Session #	Date & Time	Topics	Units Covered
1	9/11/2023 (Mon) 5:00PM – 10:00PM	Real Estate Investments Characteristics Purpose and Function of Real Estate Investment Leverage Ownership Interests in Real Property	Session 1 Handout
2	9/13/2023 (Wed) 5:00PM – 10:00PM	Techniques of Investments Analysis Tax Characteristics and Strategies Time Value of Money Discounted and Non-discounted	Session 2 Handout
3	9/15/2023 (Fri) 5:00PM – 10:00PM	Quiz #1 Application to Property Tax Financing for Real Estate Investments Residential, Land, and Commercial Investments	Sessions 1 & 2 Session 3 Handout
4	9/18/2023 (Mon) 5:00PM – 10:00PM	Residential, Land, and Commercial Investments <i>(Continued)</i> Managing the Investment Property The Transaction: Contract to Closing	Session 4 Handout
5	9/20/2023 (Wed) 5:00PM – 10:00PM	Quiz #2 Commercial Real Estate Basics Getting Started Types of Properties	Sessions 3 & 4 Session 5 Handout
6	9/22/2023 (Fri) 5:00PM – 10:00PM	Investors & Other Types of Buyers Insider Knowledge Land Commercial Contracts Math and Valuation	Session 6 Handout
7	9/25/2023 (Mon) 5:00PM – 10:00PM	Quiz #3 Finance Careers in Commercial Real Estate Brokerage Fundamentals Leasing	Sessions 5 & 6 Session 7 Handout
8	9/27/2023 (Wed) 5:00PM – 10:00PM	Development Property Management Due Diligence Checklist Program Review	Session 8 Handout

9	9/29/2023 (Fri) 5:00PM – 10:00PM	1031 Like-Kind Exchanges Final Examination	Session 9 Handout All Sessions
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