

MD Real Estate Principles & Practices

October 2, 2023 - November 18, 2023



Instructor Information

Instructor
Seun Lawal

Email
info@mytristaracademy.com

Class Days & Times
Mon. Wed. & Fri.
6:30PM – 9:30PM
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	10/2/2023 (Mon) 6:30PM – 9:30PM	The Real Estate Business Rights in Real Estate	Chapter #1 Chapter #2
2	10/4/2023 (Wed) 6:30PM – 9:30PM	Interests and Estates Ownership	Chapter #3 Chapter #4
3	10/6/2023 (Fri) 6:30PM – 9:30PM	Encumbrances and Liens Transferring & Recording Title to Real Estate	Chapter #5 Chapter #6
4	10/9/2023 (Mon) 6:30PM – 9:30PM	Quiz #1 Leasing Essentials Land Use Planning and Control	Chapters # 1-6 Chapter #7 Chapter #8
5	10/11/2023 (Wed) 6:30PM – 9:30PM	Legal Description Fundamentals of Contract Law	Chapter #9 Chapter #10
6	10/13/2023 (Fri) 6:30PM – 9:30PM	National Agency Listing Agreements: An Overview	Chapter #11 Chapter #12

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7	10/16/2023 (Mon) 6:30PM – 9:30PM	Quiz #2 General Brokerage Practices Overview of Conveyance Contracts	Chapters # 7-12 Chapter #13 Chapter #14
8	10/18/2023 (Wed) 6:30PM – 9:30PM	Real Estate Market Economics Appraising and Estimating Market Value	Chapter #15 Chapter #16
9	10/20/2023 (Fri) 6:30PM – 9:30PM	Real Estate Finance Real Estate Investment	Chapter #17 Chapter #18
10	10/23/2023 (Mon) 6:30PM – 9:30PM	MIDTERM	Chapters #1-18
11	10/25/2023 (Wed) 6:30PM – 9:30PM	Real Estate Taxation Professional Practices	Chapter #19 Chapter #20
12	10/27/2023 (Fri) 6:30PM – 9:30PM	Closings	Chapter #21
13	10/30/2023 (Mon) 6:30PM – 9:30PM	Overview of Licensing and Regulation Risk Management Property Management	Chapter #22 Chapter #23 Chapter #24
14	11/1/2023 (Wed) 6:30PM – 9:30PM	Quiz #3 The Maryland Regulatory Environment	Chapters #19-24 Chapter #25
15	11/3/2023 (Fri) 6:30PM – 9:30PM	Maryland Licensing Requirements	Chapter #26
16	11/6/2023 (Mon) 6:30PM – 9:30PM	Maryland Regulations of Business Conduct	Chapter #27
17	11/8/2023 (Wed) 6:30PM – 9:30PM	Quiz #4 Maryland Brokerage Relationships and Disclosure Ethical Practices and Fair Housing	Chapters #25-27 Chapter #28 Chapter #29
18	11/10/2023 (Fri) 6:30PM – 9:30PM	Other Maryland Laws and Practices	Chapter #30
19	11/13/2023 (Mon) 6:30PM – 9:30PM	Real Estate Mathematics Full Course Review	
20	11/15/2023 (Wed) 6:30PM – 9:30PM	FINAL EXAM	Page 550 Chapters 1-30
21	11/18/2023 (Sat) 9:00AM – 4:00PM	<i>6hr Make Up Session (Not Mandatory for Everyone)</i>	