

# MD Real Estate Principles & Practices

July 8, 2024 - August 24, 2024



## Instructor Information

**Instructor**  
Seun Lawal

**Email**  
info@myristaracademy.com

**Class Days & Times**  
Mon. Wed. & Fri.  
6:30PM – 930PM  
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         | 7/8/2024 (Mon)<br>6:30PM – 9:30PM  | The Real Estate Business Rights in Real Estate                                 | Chapter #1<br>Chapter #2                             |
| 2         | 7/10/2024 (Wed)<br>6:30PM – 9:30PM | Interests and Estates Ownership  | Chapter #3<br>Chapter #4                             |
| 3         | 7/12/2024 (Fri)<br>6:30PM – 9:30PM | Encumbrances and Liens<br>Transferring & Recording Title to Real Estate        | Chapter #5<br>Chapter #6                             |
| 5         | 7/15/2024 (Mon)<br>6:30PM - 9:30PM | <b>Quiz #1</b><br>Leasing Essentials<br>Land Use Planning and Control          | <b>Chapters # 1-6</b><br>Chapter #7<br>Chapter #8    |
| 6         | 7/17/2024 (Wed)<br>6:30PM – 9:30PM | Legal Description Fundamentals of Contract Law                                 | Chapter #9<br>Chapter #10                            |
| 7         | 7/19/2024 (Fri)<br>6:30PM – 9:30PM | National Agency<br>Listing Agreements: An Overview                             | Chapter #11<br>Chapter #12                           |
| 8         | 7/22/2024 (Mon)<br>6:30PM – 9:30PM | <b>Quiz #2</b><br>General Brokerage Practices Overview of Conveyance Contracts | <b>Chapters # 7-12</b><br>Chapter #13<br>Chapter #14 |
| 9         | 7/24/2024 (Wed)<br>6:30PM – 9:30PM | Real Estate Market Economics Appraising and Estimating Market Value            | Chapter #15<br>Chapter #16                           |

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|    |                                    |   |  |
|----|------------------------------------|---|--|
| 10 | 7/26/2024 (Fri)<br>6:30PM - 9:30PM | Real Estate Finance Real Estate Investment  | Chapter #17<br>Chapter #18                           |
| 11 | 7/29/2024 (Mon)<br>6:30PM - 9:30PM | <b>MIDTERM</b>  | <b>Chapters #1-18</b>                                |
| 12 | 7/31/2024 (Wed)<br>6:30PM - 9:30PM | Real Estate Taxation Professional Practices   | Chapter #19<br>Chapter #20                           |
| 13 | 8/2/2024 (Fri)<br>6:30PM - 9:30PM  | Closings  | Chapter #21  |
| 14 | 8/5/2024 (Mon)<br>6:30PM - 9:30PM  | Overview of Licensing and Regulation Risk Management<br>Property Management                             | Chapter #22<br>Chapter #23<br>Chapter #24            |
| 15 | 8/7/2024 (Wed)<br>6:30PM - 9:30PM  | <b>Quiz #3</b><br>The Maryland Regulatory Environment   | <b>Chapters #19-24</b><br>Chapter #25                |
| 16 | 8/9/2024 (Fri)<br>6:30PM - 9:30PM  | Maryland Licensing Requirements   | Chapter #26  |
| 17 | 8/12/2024 (Mon)<br>6:30PM - 9:30PM | Maryland Regulations of Business Conduct  | Chapter #27  |
| 18 | 8/14/2024 (Wed)<br>6:30PM - 9:30PM | <b>Quiz #4</b><br>Maryland Brokerage Relationships and Disclosure<br>Ethical Practices and Fair Housing | <b>Chapters #25-27</b><br>Chapter #28<br>Chapter #29 |
| 19 | 8/16/2024 (Fri)<br>6:30PM - 9:30PM | Other Maryland Laws and Practices   | Chapter #30  |
| 20 | 8/19/2024 (Mon)<br>6:30PM - 9:30PM | Real Estate Mathematics<br>Full Course Review   |  |
| 21 | 8/21/2024 (Wed)<br>6:30PM - 9:30PM | <b>FINAL EXAM</b>   | Page 550<br>Chapters 1-30                            |
| 22 | 8/24/2024 (Sat)<br>9:00AM - 4:00PM | <i>6hr Make Up Session<br/>(Not Mandatory for Everyone)</i>   | 3/2/2024 (Sat)<br>9:00AM - 4:00PM                    |