

MD Real Estate Brokers Principles & Practices

Course Information

Instructor(s)

Cindy B. Sinanan
MD, DC, & VA Broker

Dates

Module #1: 3/27 – 4/14/2023

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 #1

Chapter: Principles of Real Estate Practice in Maryland, 1st Edition

Session #	Date & Time	Topics	Units Covered
1	3/27/2023 (Mon) 5:00PM – 10:00PM	The Real Estate Business Rights in Real Estate Interests and Estates Ownership	Chapter #1 Chapter #2 Chapter #3 Chapter #4
2	3/29/2023 (Wed) 5:00PM – 10:00PM	Encumbrances and Liens Transferring & Recording Title to Real Estate Leasing Essentials Land Use Planning and Control	Chapter #5 Chapter #6 Chapter #7 Chapter #8
3	3/31/2023 (Fri) 5:00PM – 10:00PM	Quiz #1 Legal Description Fundamentals of Contract Law National Agency Listing Agreements: An Overview	Chapters # 1-8 Chapter #9 Chapter #10 Chapter #11 Chapter #12
4	4/3/2023 (Mon) 5:00PM – 10:00PM	General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value	Chapter #13 Chapter #14 Chapter #15 Chapter #16
5	4/5/2023 (Wed) 5:00PM – 10:00PM	MIDTERM Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices	Chapter #1-16 Chapter #17 Chapter #18 Chapter #19 Chapter #20
6	4/7/2023 (Fri) 5:00PM – 10:00PM	Closings Overview of Licensing and Regulation Risk Management Property Management The Maryland Regulatory Environment	Chapter #21 Chapter #22 Chapter #23 Chapter #24 Chapter #25
7	4/10/2023 (Mon) 5:00PM – 10:00PM	Quiz #2 Maryland Licensing Requirements Maryland Regulations of Business Conduct Maryland Brokerage Relationships and Disclosure	Chapters #17-25 Chapter #26 Chapter #27 Chapter #28
8	4/12/2023 (Wed) 5:00PM – 10:00PM	Ethical Practices and Fair Housing Other Maryland Laws and Practices Real Estate Mathematics	Chapter #29 Chapter #30 Page 550
9	4/14/2023 (Fri) 5:00PM – 10:00PM	Module 1 Snapshot Review Final Review & Examination	Chapters #1-30 and Page 550