

MD Real Estate Brokers Principles & Practices

Course Information



Instructor(s)
Cindy B. Sinanan
MD, DC, & VA Broker

Dates
Module #1: 7/17-8/4/2023

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	7/17/2023 (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	7/19/2023 (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	7/21/2023 (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	7/24/2023 (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	7/26/2023 (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	7/28/2023 (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	7/31/2023 (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	8/2/2023 (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	8/4/2023 (Fri) 5:00PM – 10:00PM	Module 1 Snapshot Review Final Review & Examination	Chapters #1-30 and Page 550