

CLASS SYLLABUS – Pre-Licensing for Salesperson

Session 1

A) Orientation

UNIT 1

B) Introduction to the Real Estate Business

Read: Galaty – Unit 1, p. 1-12

UNIT 2

C) Real Property and the Law

Read: Galaty – Unit 2, p. 17-28

UNIT 3

D) Interest in Real Estate

Read: Galaty – Unit 3, p. 33-44

Session 2

UNIT 4

A) Forms of Real Estate Ownership

Read: Galaty – Unit 4, p. 49-62

UNIT 5

B) Land Description

Read: Galaty – Unit 5, p. 67-78

UNIT 6

C) Transfer of Title

Read: Galaty – Unit 6, p. 83-97

Session 3

UNIT 7

A) Title Records

Read Galaty – Unit 7, p. 103-110

UNIT 8

B) Real Estate Brokerage

Read Galaty – Unit 8, p. 115-132

UNIT 9

C) Real Estate Agency

Read: Galaty – Unit 9, p. 137-152

Session 4

MID-TERM 1 – National Exam – (Units 1 – 9)

UNIT 10

- A) Client Representation Agreements
Read: Galaty – Unit 10, p. 159-181

UNIT 11

- B) Real Estate Contracts
Read: Galaty – Unit 11, p. 187-201

Session 5

UNIT 12

- A) Real Estate Financing
Read: Galaty – Unit 12, p. 207-228

UNIT 13

- B) Government Involvement in Real Estate Financing
Read: Galaty – Unit 13, p. 233-249

Session 6

UNIT 14

- A) Closing the Real Estate Transaction
Read: Galaty – Unit 14, p. 255-282

UNIT 15

- B) Real Estate Taxes and Other Liens
Read: Galaty – Unit 15, p. 287-296

UNIT 16

- C) Real Estate Appraisal
Read: Galaty – Unit 16, p. 301-322

Session 7

MID-TERM 2 – National Exam – (Units 10 – 16)

UNIT 17

- A) Leases
Read: Galaty – Unit 17, p. 327-339

Session 8

UNIT 18

- A) Fair Housing
Read: Galaty – Unit 18, p. 345-358

UNIT 19

- B) Property Management
Read: Galaty – Unit 19, p. 365-382

Session 9

UNIT 20

- A) Land-Use Controls and Property Development
Read: Galaty – Unit 20, p. 387-397

UNIT 21

- B) Environmental Issues and the Real Estate Transaction
Read: Galaty – Unit 21, p. 401-417

Session 10

MID-TERM 3 – National Exam – (Units 17 – 21)

UNIT 1

- A) Maryland Real Estate License Laws and Related Regulations
Read: White – Unit 1, p. 1-28

UNIT 2

- B) Real Estate Brokerage
Read: White – Unit 2, p. 33-48

Session 11

UNIT 3

- A) Fair Housing
Read: White – Unit 3, p. 53-63

UNIT 4

- B) Real Estate Interests and Ownership
Read: White – Unit 4, p. 67-78

UNIT 5

- C) Real Estate Representation Agreements
Read: White – Unit 4, p. 83-99

UNIT 6

- D) Real Estate Agency
Read: White – Unit 6, p. 103-122

UNIT 7

- E) Real Estate Sales Contracts
Read: White – Unit 7, p. 127-149

Session 12

UNIT 8

- A) Real Estate Taxes and Other Liens
Read: White – Unit 8, p. 153-158

UNIT 9

- B) Real Estate Financing
Read: White – Unit 9, p. 161-170

UNIT 10

- C) Transfer and Recordation of Title
Read: White – Unit 10, p. 173-178

UNIT 11

- D) Closing the Real Estate Transaction
Read: White – Unit 11, p. 181-184

UNIT 12

- E) Real Estate Leases
Read: White – Unit 12, p. 187-200

UNIT 13

- F) Read: White – Unit 13, p. 203-211

Session 13

MID-TERM LAW – (Units 1 – 14)

UNIT 14

- A) Real Estate Ethics
Read: White – Unit 14, p. 215-223

Session 14

- A) Maryland Review – Practice Exams I and II
Discuss: White – p. 233-241
- B) National Review

Session 15

- A) Final Examination
 - State – 30 questions and time allowed is 30 minutes
 - General – 80 questions and time allowed is 90 minutes
 - Both – 110 questions and time allowed is 120 minutes