


	A	B	C	D	E	F
1		 Reed Training Center				
2						
3						
4						
5						
6	BROKER - CLASS SYLLABUS					
7	May 6, 2025 - June 17, 2025					
8			<u>Read</u>	<u>Read</u>		
9	<u>Date</u>	<u>Topic</u>	<u>NATIONAL</u>	<u>MD LAW</u>	<u>Homework</u>	<u>Mid-Term Exam</u>
10	5/6/2025	Orientation				
11	Tuesday	Google Drive				
12		Introduction to Real Estate				
13		Introduction to Real Estate	Cortesi - Ch 1			
14		Real Estate Concepts	Cortesi - Ch 2			
15		Homework			Diagnostic Test 1	
16		Real Estate Law				
17		Government Powers	Cortesi - Ch 3			
18		Encumbrances	Cortesi - Ch 4			
19		Encumbrances and Liens	Cortesi - Ch 5			
20		Real Estate Law and Ownership				
21		Legal Description	Cortesi - Ch 6			
22		Homework			Diagnostic Test 2	
23						
24	5/8/2025	Work on your own				
25	Thursday	Individual Study Project				
26		How to Write a Business Plan	Recording			
27		Developing a Plan				
28		Handout - Template for Business Plan				
29						
30	5/9/2025	Review Diagnostic 1 and 2	Recording			
31	Friday					
32						
33	5/13/2025	Real Estate Law and Ownership				
34	Tuesday	Freehold Interests in Real Estate	Cortesi - Ch 7			
35		Real Estate Ownership				
36		Leasehold Estates in Real Estate	Cortesi - Ch 8			
37		Forms of Ownership	Cortesi - Ch 9			
38		Homework			Diagnostic Test 3	
39		Discussion on Management Issues				
40		Recruiting, Selecting & Retaining				
41		Budgeting, Planning & Forecasting				
42						
43	5/14/2025	Review Diagnostic 3	Recording			
44	Wednesday					

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45						
46	5/15/2025	Business Policies and Procedures	Recording			
47	Thursday	Content and Guidelines				
48						
49	5/16/2025	MID-TERM 1 - Diagnostic 1 - 3				Diagnostic 1 - 3
50	Friday					
51						
52	5/20/2025	Transferring Real Estate				
53	Tuesday	Transferring Title	Coresti - Ch 10			
54		Recording Title	Cortesi - Ch 11			
55		Real Estate Closing	Cortesi - Ch 12			
56		Homework			Diagnostic Test 4	
57		Discussion on Leadership				
58		Different Types of Leaders				
59		Leadership and Negotiation				
60		Organizational Structures				
61		Management Skills				
62						
63	5/21/2025	Review Diagnostic 4	Recording			
64	Wednesday					
65						
66	5/22/2025	Real Estate Brokerage				
67	Thursday	Agency and Real Estate Brokerage	Cortesi - Ch 13			
68		Real Estate Contracts	Cortesi - Ch 14			
69		Brokerage Agreements	Cortesi - Ch 15			
70		Real Estate Licensing Laws	Cortesi - Ch 16			
71		Fair Housing Laws	Cortesi - Ch 17			
72		Homework			Diagnostic Test 5	
73						
74	5/23/2025	Review Diagnostic 5	Recording			
75	Friday					
76						
77	5/27/2025	MID-TERM 2 - Diagnostic 4 and 5				Diagnostic 4-5
78	Tuesday	Real Estate Valuation				
79		Appraisal Process	Cortesi - Ch 18			
80		Methods of Estimating Value	Cortesi - Ch 19			
81		Homework			Diagnostic 6	
82		Real Estate Finance				
83		Lending Laws and Government Act	Cortesi - Ch 20			
84		Loan Instruments	Coresti - Ch 21			
85						
86	5/28/2025	Review Diagnostic 6	Recording			
87	Wednesday					
88						
89	5/29/2025	Real Estate Finance				
90	Thursday	Lending Practices	Cortesi - Ch 22			
91		Types of Real Estate Loans	Cortesi - Ch 23			

	A	B	C	D	E	F
92		Homework			Diagnostic 7	
93		Speciality Topics				
94		Property Management	Cortesi - Ch 24			
95		Tax Advantage of Home Ownershi	Cortesi - Ch 25			
96		Real Estate Investments	Cortesi - Ch 26			
97		Homework			Diagnostic 8	
98						
99	5/30/2025	Review Diagnostic 7 & 8	Recording			
100	Friday					
101						
102	6/3/2025	NAR Mid-Year Conference - Washington, DC				
103	Tuesday					
104						
105	6/4/2025	Work on Business Plan & Policy and Procedure Manual				
106	Wednesday					
107						
108	6/5/2025	MID-TERM 3 - Diagnostic 6, 7, & 8				Diagnostic - 6-8
109	Thursday	Real Estate License Law	MD Law	Ch 1		
110		Real Estate Brokerage	MD Law	Ch 2		
111		MD Fair Housing	MD Law	Ch 3		
112		MD Ethics	MD Law	Ch 14		
113		Homework			Ch 1, 2, 3, 14	
114						
115	6/6/2025	Review Maryland Law	Recording			
116	Friday	Chapters - 1, 2, 3, & 14				
117						
118	6/10/2025	Real Estate Interest & Ownership	MD Law	Ch 4		
119	Tuesday	Representation	MD Law	Ch 5		
120		Agency	MD Law	Ch 6		
121		Sales Contracts	MD Law	Ch 7		
122		Taxes & Other Liens	MD Law	Ch 8		
123		Financing	MD Law	Ch 9		
124		Homework			Ch 4 - 9	
125						
126	6/11/2025	Review Maryland Law	Recording			
127	Wednesday	Chapters - 4 - 9				
128						
129	6/12/2025	Transfer & Recordation Title	MD Law	Ch 10		
130	Thursday	Closing the Transaction	MD Law	Ch 11		
131		Leases	MD Law	Ch 12		
132		Environmental Issues	MD Law	Ch 13		
133		MD PRACTICE EXAMS 1 & 2				
134		Homework			Ch 10 - 13	
135					Practice Exams 1 & 2	
136						
137	6/13/2025	Review Maryland Law	Recording			

	A	B	C	D	E	F
138	Friday	Chapters 10 - 13				
139		MD Practice Exams 1 & 2				
140						
141	6/17/2025	National and State Final Exam	2 Hours			
142	Tuesday	Law Exam - 40 Questions	30 mins			
143		National Exam - 90 Questions	90 Mins			
144		Mid-Term Exams - 1 - 3				
145						
146						
147		Discussion Points				
148		Management				
149		Challenge of Change RE Market				
150		The Manager				
151		Manager in Leadership				
152		Management Skills				
153		Communications and Decision Making				
154						
155		Develop a Business Plan and Policy and Procedure Manual				
156		Read - Sample of Business Plans				
157		Read - Sample of Policy & Procedure Manual				
158						
159		Starting a Real Estate Business				
160		Changes in the Real Estate Market				
161		Leadership and Negotiation Skills				
162		Different Types of Leaders				
163		Management Skills				
164		Communications and Decision Making				
165		Organizational Structure				
166		Finance, Marketing, & Recruiting & Selecting				
167		Analyzing the Market				
168		Managing Risk				