

	A	B	C	D	E	F
1						
2						
3						
4						
5						
6	BROKER - CLASS SYLLABUS					
7	September 15, 2025 - October 29, 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	9/15/2025	Orientation				
11	Monday	Discussion of the Google Drive				
12		<i>Listen to the Chapter recordings in the Google Drive</i>				
13		Introduction to Real Estate				
14		Introduction to Real Estate	Cortesi - Ch 1			
15		Real Estate Concepts	Cortesi - Ch 2			
16		Homework			Diagnostic Test 1	
17		Real Estate Law				
18		Government Powers	Cortesi - Ch 3			
19		Encumbrances	Cortesi - Ch 4			
20		Encumbrances and Liens	Cortesi - Ch 5			
21		Real Estate Law and Ownership				
22		Legal Description	Cortesi - Ch 6			
23		Homework			Diagnostic Test 2	
24						
25	9/17/2025	<i>Listen to the Chapter recordings in the Google Drive</i>				
26	Wednesday	Real Estate Law and Ownership				
27		Freehold Interests in Real Estate	Cortesi - Ch 7			
28		Real Estate Ownership				
29		Leasehold Estates in Real Estate	Cortesi - Ch 8			
30		Forms of Ownership	Cortesi - Ch 9			
31		Homework			Diagnostic Test 3	
32						
33	Friday	Google Recording				
34		Review Diagnostic 1, 2, and 3				
35						
36	9/22/2025	MID-TERM 1 - Diagnostic 1 - 3				Diagnostic 1 - 3
37	Monday	Discussion				
38		Management and Leadership				
39		<i>Listen to the Chapter recordings in the Google Drive</i>				
40		Transferring Real Estate				
41		Transferring Title	Coresti - Ch 10			
42		Recording Title	Cortesi - Ch 11			
43		Real Estate Closing	Cortesi - Ch 12			
44		Homework			Diagnostic Test 4	

	A	B	C	D	E	F
45						
46	9/24/2025	Listen to the Chapter recordings in the Google Drive				
47	Wednesday	Real Estate Brokerage				
48		Agency and Real Estate Brokerage	Cortesi - Ch 13			
49		Real Estate Contracts	Cortesi - Ch 14			
50		Brokerage Agreements	Cortesi - Ch 15			
51		Real Estate Licensing Laws	Cortesi - Ch 16			
52		Fair Housing Laws	Cortesi - Ch 17			
53		Homework			Diagnostic Test 5	
54						
55	Friday	Google Recording				
56		Review Diagnostic 4 and 5				
57						
58	9/29/2025	MID-TERM 2 - Diagnostic 4 and 5				Diagnostic 4-5
59	Monday	Discussion				
60		Developing a Business Plan and Policy and Procedure Manual				
61		Listen to the Chapter recordings in the Google Drive				
62		Real Estate Valuation				
63		Appraisal Process	Cortesi - Ch 18			
64		Methods of Estimating Value	Cortesi - Ch 19			
65		Real Estate Finance				
66		Lending Laws and Government Act	Cortesi - Ch 20			
67		Loan Instruments	Coresti - Ch 21			
68		Homework			Diagnostic 6	
69						
70	10/1/2025	Listen to the Chapter recordings in the Google Drive				
71	Wednesday	Real Estate Finance				
72		Lending Practices	Cortesi - Ch 22			
73		Types of Real Estate Loans	Cortesi - Ch 23			
74		Homework			Diagnostic 7	
75		Speciality Topics				
76		Property Management	Cortesi - Ch 24			
77		Tax Advantage of Home Ownershi	Cortesi - Ch 25			
78		Real Estate Investments	Cortesi - Ch 26			
79		Homework			Diagnostic 8	
80						
81	Friday	Google Recording				
82		Review Diagnostice 6, 7, and 8				
83						
84	10/6/2025	MID-TERM 3 - Diagnostic 6, 7, & 8				Diagnostic - 6-8
85	Monday	Discussion				
86		Organizational Structure and Finance				
87		Starting a Brokerage				
88						
89	10/8/2025	Listen to the Chapter recordings in the Google Drive				
90	Wednesday	Real Estate License Law	MD Law	Ch 1		

	A	B	C	D	E	F
91		Real Estate Brokerage	MD Law	Ch 2		
92		MD Fair Housing	MD Law	Ch 3		
93		Homework			Ch 1 - 3	
94						
95	10/13/2025	<i>Listen to the Chapter recordings in the Google Drive</i>				
96	Monday	Real Estate Interest & Ownership	MD Law	Ch 4		
97		Representation	MD Law	Ch 5		
98		Agency	MD Law	Ch 6		
99		Sales Contracts	MD Law	Ch 7		
100		Taxes & Other Liens	MD Law	Ch 8		
101		Homework			Ch 4 - 8	
102						
103	10/15/2025	<i>Listen to the Chapter recordings in the Google Drive</i>				
104	Wednesday	Financing	MD Law	Ch 9		
105		Transfer & Recordation Title	MD Law	Ch 10		
106		Closing the Transaction	MD Law	Ch 11		
107		Leases	MD Law	Ch 12		
108		Environmental Issues	MD Law	Ch 13		
109		Homework			Ch 9 - 13	
110					Practice Exams 1 & 2	
111						
112	10/20/2025	<i>Listen to the Chapter recordings in the Google Drive</i>				
113	Monday	MD Ethics	MD Law	Ch 14		
114		MD PRACTICE EXAMS 1 & 2				
115		Homework			Ch 14	
116					Practice Exams 1 & 2	
117						
118	Friday	Google Recording				
119		Review Maryland Law				
120		Ch 1 - 14				
121		Practice Exams 1 & 2				
122						
123	10/22/2025	Review Final Exam - Mid-Term 1 - 3				
124	Wednesday	Review MD Law - Ch 1 - 14				
125		MD Practice Exams 1 & 2				
126						
127	10/27/2025	National and State Final Exam	2 Hours			
128	Monday	MD Law Exam - 30 Questions	30 mins			
129		National Exam - 90 Questions	90 Mins			
130		Mid-Term Exams - 1 - 3				
131						
132	10/29/2025	Study Session for PSI EXAM				
133						
134		Discussion Points				
135		Management				

	A	B	C	D	E	F
136		Challenge of Change RE Market				
137		The Manager				
138		Manager in Leadership				
139		Management Skills				
140		Communications and Decision Making				
141						
142		Develop a Business Plan and Policy and Procedure Manual				
143		Read - Sample of Business Plans				
144		Read - Sample of Policy & Procedure Manual				
145						
146		Starting a Real Estate Business				
147		Changes in the Real Estate Market				
148		Leadership and Negotiation Skills				
149		Different Types of Leaders				
150		Management Skills				
151		Communications and Decision Making				
152		Organizational Structure				
153		Finance, Marketing, & Recruiting & Selecting				
154		Analyzing the Market				
155		Managing Risk				