Continuing Education

ABCs of Selling a House
Course: REC127  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24784  1 Session   W
11/10  9 a.m.-12 p.m.

Brokerage Relationships and Disclosures
Course: REC203  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24792  1 Session   W
11/10  1-4 p.m.

Buying / Selling Foreclosure Properties
Course: REC034  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24781  1 Session   R
11/11  5-8 p.m.

Contracts and Offer to Purchase
Course: REC195  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24791  1 Session   S
11/13  1-4 p.m.

Ethics: Predatory Lending / Flipping
Course: REC012  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24780  1 Session   R
11/11  9 a.m.-12 p.m.

Evaluating / Financing the Fixer-Upper
Course: REC035  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24782  1 Session   F
11/12  1-4 p.m.

Fair Housing
Course: REC173  1.5 Hours
$15 + $15 fee = $30; NMR add $30
Online: Structured Remote
CRN#: 24786  1 Session   F
11/12  9-10:30 a.m.

Real Estate Legislative Update
Course: REC149  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24785  1 Session   F
11/12  5-8 p.m.

Rentals, Renters, and Landlords
Course: REC189  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24790  1 Session   R
11/11  1-4 p.m.

Understanding and Using Short Sales
Course: REC182  3 Hours
$25 + $25 fee = $50; NMR add $50
Online: Structured Remote
CRN#: 24789  1 Session   S
11/13  9 a.m.-12 p.m.

Continuing Education Courses:
You must appear on camera and on time in order to receive full Continuing Education credits, this is an MREC rule.

For more information, email sbel@montgomerycollege.edu

TWA Tuition waiver applies; Seniors pay fee only
NMR Non Maryland Resident Fee

www.montgomerycollege.edu/wdce  240-567-5188
## Licensure

### Basic Real Estate Principles and Practices for Salespersons

Prepare to become a licensed salesperson in Maryland with this 60 hour pre-licensing course. Topics covered are relevant to the industry and will be covered in great detail. All 60 hours of class must be attended, you will be required to pass class exams with a minimum score of 70%. Upon completion of course and passing class exams, you will eligible to take the Maryland Real Estate Salesperson exam. **TEXTBOOKS REQUIRED ON THE FIRST DAY OF CLASS:** *Modern Real Estate Practice 20th Edition* and *Maryland Real Estate Practice and Law 16th Edition.*

**Course: REB010 60 Hours**

$230 + $149 fee = $379; NMR add $160

Hybrid (Online & Face to Face)

- CRN#: 24777 11 Sessions T W 9/7-10/13 9 a.m.-4 p.m.
  Exam conducted in person on 10/13

- CRN#: 24776 21 Sessions M R 9/13-11/29 5:30-8:30 p.m.
  Exam conducted in person on 11/29

- CRN#: 24778 16 Sessions M W 10/4-12/8 9 a.m.-1 p.m.
  No class 10/25, 10/27, 11/22, and 11/24 Exam conducted in person on 12/08

- CRN#: 24840 11 Sessions M S U 10/16-11/29 9 a.m.-3:30 p.m.
  No class 11/6, 11/7
  Exam conducted in person on 11/29

---

### Exam Prep: Real Estate Pre-licensing and PSI

Students retaking exams and/or students awaiting to take the PSI exam(s), will participate in a review and further acquaint themselves with REB010 material by learning effective study strategies, test-taking methodologies, and best practices used. Vocabulary and industry terminology is reviewed, defined, and applied to key concepts in a quiz and review format.

**Prerequisite: REB010. TWA**

**Course: REB012 12 Hours**

$25 + $50 fee = $75; NMR add $50

**Online: Structured Remote**

- CRN#: 25248 4 Sessions M T W R 9/13-9/16 6-9 p.m.
- CRN#: 25249 4 Sessions M T W R 10/18-10/21 6-9 p.m.
- CRN#: 25250 4 Sessions M T W R 12/6-12/9 6-9 p.m.
- CRN#: 25251 4 Sessions M T W R 12/13-12/16 6-9 p.m.

### Real Estate Basic Principles Retest

If you did not pass one or both REB010 class exams you are eligible for 2 retakes. Retakes must be taken and passed within 90 days of the last day of REB010. Successful student records are submitted to PSI, once sent, students are eligible to test for licensing; missed class time must be made up, with documentation submitted, before records are sent.

**Prerequisite: REB012 and Department approval needed before registering.**

**Course: REB142 3 Hours**

$10 + $10 fee = $20; NMR add $30

**Rockville Campus**

- CRN#: 25252 1 Session W 9/22-9/22 6-9 p.m.
- CRN#: 25253 1 Session W 10/27-10/27 6-9 p.m.
- CRN#: 25254 1 Session W 12/15-12/15 6-9 p.m.
- CRN#: 25255 1 Session M 12/20-12/20 6-9 p.m.

---

### Real Estate Courses:

You must appear on camera and on time in order to receive full Continuing Education credits, this is an MREC rule.

---

Follow us on TWITTER
@SBEL_MC

Find us on Facebook
@mcwdce

TWA Tuition waiver applies; Seniors pay fee only
NMR Non Maryland Resident Fee

---

www.montgomerycollege.edu/wdce   |   240-567-5188