ABCs of Selling a House

In this practical guide to selling a house under any market condition, we will cover contract clauses, how to prepare for a smooth closing, minor improvements, and advantages/disadvantages of listing a home with a real estate professional. Approved: 3 hours. TWA

Course: REC127  3 Hours
$25 + $25 fee = $50; NMR add $50

Rockville Campus
CRN#: 40797  1 Session  R
6/15       9 a.m.-12 p.m.

Buying / Selling Foreclosure Properties

Do you know the risks associated with buying or selling a foreclosure property? Learn about the foreclosure process and its associated risk. Recognize how to determine the property condition, understand the risks associated with foreclosure sales, and distinguish the difference between "flipping" and investing in properties. Approved 3 hours. TWA

Course: REC034  3 Hours
$25 + $25 fee = $50; NMR add $50

Rockville Campus
CRN#: 40798  1 Session  R
6/15       5-8 p.m.

Brokerage Relationships and Disclosures

Learn how to properly complete brokerage agreements, review licensee duties, and analyze client and customer scenarios. Approved 3 hours. TWA

Course: REC203  3 Hours
$25 + $25 fee = $50; NMR add $50

Rockville Campus
CRN#: 40802  1 Session  T
6/13       9 a.m.-12 p.m.

Contracts and Offer to Purchase

Did you know some real estate sales contracts become void due to being illegitimate and unenforceable? Are you aware of the basic requirements of a real estate sales contract? Obtain the basic elements of a real estate sales contract. Learn how to help a client satisfy disclosure obligations, protect interests with contingencies, and understand how a contract is terminated. Approved 3 hours. TWA

Course: REC195  3 Hours
$25 + $25 fee = $50; NMR add $50

Rockville Campus
CRN#: 40803  1 Session  F
6/16       9 a.m.-12 p.m.

Ethics: Predatory Lending / Flipping

Are you considering "property flipping?" Gain a better understanding of the practice of predatory lending in this course. Review the Broker’s act, The Maryland Code of Ethics and the possible effects predatory lending and flipping can have on licensees. Approved 3 hours. TWA

Course: REC012  3 Hours
$25 + $25 fee = $50; NMR add $50

Rockville Campus
CRN#: 40796  1 Session  T
6/13       1-4 p.m.
Real Estate  |  Summer 2023

Fair Housing
Do you know which civil rights acts affirmed that all persons have access to fair housing? Delve into the history of fair housing and its current laws in this short course. Discuss protected classes, illegal practices, and discriminatory advertising. Approved 1.5 hours. TWA
Course: REC173  1.5 Hours
$15 + $15 fee = $30; NMR add $30
Rockville Campus
CRN#: 40799  1 Session  W
6/14  1:20 p.m.  -  2:30 p.m.

MREC Required Supervision
Did you know that the majority of Maryland Real Estate Commission (MREC) violations can be traced back to inadequate supervision? Explore the many duties and responsibilities of successful Brokers, Branch Office Managers or Team Leaders in this short course. Review dual agency within a team, code of ethics, incentives, rebates and supervising broker best practices. Approved 3 hours. TWA
Course: REC192  3 Hours
$25 + $25 fee = $50; NMR add $50
Rockville Campus
CRN#: 40801  1 Session  W
6/14  9 a.m. - 12 p.m.

Real Estate Legislative Update
Are you informed of the most recent real estate legislative issues? Review and evaluate legislative issues that have been introduced and passed in recent years. Discuss affordable housing and taxes, real estate brokerage and contracts, common ownership communities and property management. Approved 3 hours. TWA
Course: REC149  3 Hours
$25 + $25 fee = $50; NMR add $50
Rockville Campus
CRN#: 40793  1 Session  W
6/14  3-6 p.m.

Rentals, Renters, and Landlords
Do you know the basic responsibilities of a landlord that owns a property and of a tenant that rents it? Examine tenant, landlord and rental relations. Recognize how to lease real estate, qualify rental applicants and review the procedures required by the state of Maryland. Approved 3 hours. TWA
Course: REC189  3 Hours
$25 + $25 fee = $50; NMR add $50
Rockville Campus
CRN#: 40927  1 Session  R
6/15  1-4 p.m.

Understanding and Using Short Sales
A short sale occurs when a homeowner sells their home for a much lesser amount than what is actually owed on their mortgage. Gain insight into the process of a short sale and its effects with this short course. Learn about distinguishing the difference between fair market sales and distressed sales, actions taken by lenders and the short sale offer. Approved 3 hours. TWA
Course: REC182  3 Hours
$25 + $25 fee = $50; NMR add $50
Rockville Campus
CRN#: 40794  1 Session  F
6/16  1-4 p.m.