

# MONTGOMERY COLLEGE

## REAL ESTATE

Workforce Development and Continuing Education | Fall 2021

### 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.

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



For more information, email  
sbel@montgomerycollege.edu

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 be 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.*** TWA

**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



### Real Estate Courses:

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### 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.



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