

Real Estate 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 21st Edition* and *Maryland Real Estate Practice and Law 16th Edition*.** TWA

Course: REB010 **60 Hours**
\$159 + \$240 fee = \$399; NMR add \$160

Rockville Campus

CRN#: 24529 15 Sessions T U
9/6-11/1 5:30-9:30 p.m.

No class 10/4, 10/5 Exam proctored in person on 11/01

Online: Structured Remote

CRN#: 24527 11 Sessions S U
9/10-10/16 9 a.m.-3:30 p.m.

No class 9/25, 10/08, 10/09

Exam proctored in person 10/16

CRN#: 24528 11 Sessions S U
11/5-12/18 9 a.m.-3:30 p.m.

No class 11/26, 11/27, 12/10, 12/11

Exam proctored in person on 12/18

CRN#: 24530 10 Sessions T W
11/8-12/14 9 a.m.-4 p.m.

No class 11/22, 11/23

Exam proctored in person on 12/14

Real Estate Principles Retake I

Course: REB013 **3 Hours**
\$5 + \$5 fee = \$10; NMR add \$30

Real Estate Principles Retake II

Course: REB014 **3 Hours**
\$5 + \$5 fee = \$10; NMR add \$30

To schedule a retake, please email
SBEL@montgomerycollege.edu

TWA—Tuition waiver applies; Seniors pay fee only

NMR—Non Maryland Resident Fee

M—Monday T—Tuesday W—Wednesday R—Thursday

F—Friday S—Saturday U—Sunday

Exam Prep: Real Estate Pre-licensing and PSI

Students needing to retake REB010 exams and/or wanting a refresher before testing with PSI, can review and further acquaint themselves with course material. Learn effective study strategies, test-taking methodologies, and best practices. Vocabulary and industry terminology reviewed, defined, and applied to key concepts in a quiz and review format.

Prerequisite: REB010 TWA

Course: REB012 **12 Hours**
\$15 + \$25 fee = \$40; NMR add \$30

Online: Structured Remote

CRN#: 24531 4 Sessions M T W R
9/12-9/15 6-9 p.m.

CRN#: 24532 4 Sessions M T W R
10/31-11/3 6-9 p.m.

CRN#: 24533 4 Sessions M T W R
11/14-11/17 6-9 p.m.

CRN#: 24534 4 Sessions M T W R
12/12-12/15 6-9 p.m.

NEW THIS FALL!

Bridging the Gap: Real Estate Readiness **NEW**


Learn what you need to know as you begin your real estate exploits. Topics include understanding, implementing and commanding basic real estate technology, steps involved in selling, buying, and renting processes. You will receive information and statistics involved in real estate transactions, as well as the different types of brokerage models. Students are encouraged to bring personal laptops to class.

Course: REB003 **9 Hours**
\$75 + \$154 fee = \$229; NMR add \$140 TWA

Germantown Campus

CRN#: 24888 3 Session W
10/12-10/26 6-9 p.m.

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