

MONTGOMERY COLLEGE

REAL ESTATE

Workforce Development and Continuing Education | Fall 2022

Continuing Education

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#: 24538 1 Session R

11/10 1-4 p.m.

Brokerage Relationships and Disclosures

This Continuing Education course is for existing Maryland real estate professionals and fulfills the requirement set by MREC to maintain a Maryland Real Estate License. Topics include: moving from agency to brokerage, properly completing brokerage agreements, review licensee duties, analyze client/customer scenarios, identifying and dealing with dual agency, and provide information on updated brokerage relationship disclosure. TWA

Course: REC203 3 Hours

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

Rockville Campus

CRN#: 24554 1 Session W

11/9 1-4 p.m.



Buying / Selling Foreclosure Properties

Gain a better understanding of the foreclosure process, property condition, and risks associated with buying a foreclosure sale. Approved: 3 hours. TWA

Course: REC034 3 Hours

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

Rockville Campus

CRN#: 24537 1 Session F

11/11 1-4 p.m.

Contracts and Offer to Purchase

Students will be re-introduced to the basic elements of a Real Estate sales contract. Topics covered will include: how to help a client satisfy disclosure obligations, protect interests with contingencies, and how a contract is terminated. Approved: 3 hours. TWA

Course: REC195 3 Hours

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

Rockville Campus

CRN#: 24553 1 Session R

11/10 5-8 p.m.

Ethics: Predatory Lending / Flipping

This Continuing Education course is for existing Maryland real estate professionals and fulfills the requirement set by MREC to maintain a Maryland Real Estate license. This course covers the practice of flipping, predatory lending, and the possible effects it can have on licensees and their business relationships.

Approved: 3 hours. TWA


Course: REC012 3 Hours


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

Rockville Campus

CRN#: 24535 1 Session W

11/9 9 a.m.-12 p.m.

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For more information, email
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www.montgomerycollege.edu/wdce
240-567-5188

Fair Housing

This Continuing Education course is for existing Maryland real estate professionals and fulfills the requirement set by MREC to maintain a Maryland Real Estate license. This course covers the history of fair housing and current laws. Approved: 1.5 hours.

TWA
Course: REC173 **1.5 Hours**
 \$15 + \$15 fee = \$30; NMR add \$30
Rockville Campus
 CRN#: 24685 1 Session R
 11/10 9-10:30 a.m.

MREC Required Supervision

This Continuing Education course is for existing Maryland real estate professionals and fulfills the requirement set by MREC to maintain a Maryland Real Estate license. Explore the many duties and responsibilities of this required Supervision course for Broker, Branch Office Manager, or Team Leader Approved: 3 hours. TWA

Course: REC192 **3 Hours**
 \$25 + \$25 fee = \$50; NMR add \$50
Rockville Campus
 CRN#: 24551 1 Session F
 11/11 1-4 p.m.

Real Estate Legislative Update

This Continuing Education course is for existing Maryland real estate professionals and fulfills the requirement set by MREC to maintain a Maryland Real Estate license. This course will cover legislative issues introduced and passed in recent years. Approved: 3 hours. TWA

Course: REC149 **3 Hours**
 \$25 + \$25 fee = \$50; NMR add \$50
Rockville Campus
 CRN#: 24540 1 Session F
 11/11 9 a.m.-12 p.m.

Rentals, Renters, and Landlords

A comprehensive overview of how to deal with rentals, renters, and landlords. Learn how to qualify applicants and 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#: 24544 1 Session F
 11/11 9 a.m.-12 p.m.



Understanding and Using Short Sales

You will learn what exactly a short sale is, how/when it should be used, what are the homeowners financial responsibility, as well as the effects on a homeowners credit. Approved: 3 hours.

TWA
Course: REC182 **3 Hours**
 \$25 + \$25 fee = \$50; NMR add \$50
Rockville Campus
 CRN#: 24542 1 Session W
 11/9 5-8 p.m.



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

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