

Common Course Outline

RLES 101

60 Semester Hours

The Community College of Baltimore County

Description

Real Estate Principles and Practices

Describes the real estate industry in general and in particular the role of the real estate salesperson. This course fulfills the requirements of the Maryland Real Estate Commission for Salesperson Applicants. 60 hours.

Overall Course Objectives

Upon Completion of this course the student will be able to:

1. Have a general understanding of the real estate industry
2. Understand the role of the sales agent in the transfer of property
3. Become familiar with contracts for the sale of residential property
4. Understand the various estates in real estate
5. Understand the need for Disclosure of information in the transaction
6. Understand the mortgage process
7. Become familiar with federal, and state mortgage lending programs
8. Be able to understand certain mathematical principles associated with commissions, land purchases
9. Sit for the Maryland Real Estate Salesperson

Course Requirements

Grading/Exams: Grading procedures will be determined by the individual faculty member, but will include the following:

Attendance. In order to comply with the requirements of the Maryland Real Estate Commission, it is essential that the student attend all sessions or a certificate of completion cannot be awarded.