

RLES 101
Real Estate Principles and Practices
60 Semester Hours

Community College of Baltimore County
Common Course Outline

Description

RLES 101 – 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.

Overall Course Objectives

Upon completion of this course, students 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 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 and land purchases; and
9. Sit for the Maryland Real Estate Salesperson.

Course Requirements

Grading will be determined by the individual faculty member, but shall include the following, at minimum:

- 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

Written assignments and research projects: Students are required to use appropriate academic resources in their research and cite sources according to the style selected by their professor.

Date Revised: 10/28/2002

The Common Course Outline (CCO) determines the essential nature of each course.
For more information, see your professor's syllabus.