

# MONTGOMERY COLLEGE

## REAL ESTATE LICENSURE

Workforce Development and Continuing Education | Summer 2025

### 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**

\$165 + \$260 fee = \$425; NMR add \$225

#### Hybrid (Online & Face to Face)

CRN#: 42268	20 Sessions	M W
5/5-8/11	6-9 p.m.	
CRN#: 12670	20 Sessions	M R
6/9-8/28	5:30-8:30 p.m.	
No class 6/19, 6/30, 7/3, 8/25		

#### Rockville Campus

CRN#: 42227	15 Sessions	T W
5/6-6/25	5:30-9:30 p.m.	
No class 5/27		

### 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**

\$45 + \$75 fee = \$120; NMR add \$120

#### Online: Structured Remote

CRN#: 42228	4 Sessions	T W R F
5/27-5/30	6-9 p.m.	

### Do you need to retake the Real Estate Principle exam?

We have the opportunity for you if you did not pass one or both **Basic Real Estate Principles and Practices for Salespersons (REB010)** class exams; retakes must be taken and passed within 90 days of the last day of class. If you have met all class requirements including successful completion of the 60-hour class, passing both required exams, and submitting all necessary documentation, you will have your records uploaded to PSI. This will make you eligible to take the licensing exam. *You must have the Departments approval before registering.* \$5 + \$5 fee = \$10; NMR add \$30

### Real Estate Principles Retake I (REB013) and/or Real Estate Principles Retake II (REB014)

\$5 + \$5 fee - \$10; NMR add \$30

*Please contact us to register.*

Email: [sbel@montgomerycollege.edu](mailto:sbel@montgomerycollege.edu) or call 240-567-2592



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



For more information, email  
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240-567-2592

[www.montgomerycollege.edu/wdce](http://www.montgomerycollege.edu/wdce)  
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