

CAREERS IN LESS THAN A YEAR



Real Estate Training



Real estate agents have the ability to make an impact on the lives of their clients. Purchasing a home is a significant investment for anyone. If you have an interest in working with people and a knack for sales, you may want to consider a career in real estate.

What is the job outlook for real estate agents?

Employment of real estate brokers and sales agents is expected to grow 11 percent from 2010 to 2020. Job opportunities will fluctuate with the economy and are, like many other sales occupations, highly dependent on the personal drive, motivation, and the sales ability of the individual real estate broker or sales agent (source: www.bls.gov/ooh).

What credentials can I earn through HCC's program?

HCC's Principals and Practices course provides the requirements of the Maryland Real Estate Commission to take and pass the Maryland Real Estate licensing examination to become a realtor. Please note that this course is needed to prepare you to get your license.

All Maryland real estate salespeople need to complete 15 hours of continuing education within a two-year period. HCC offers recertification courses in partnership with Pen-Mar Regional Association of REALTORS[®], Inc.

Examples of recertification classes include:

- **Real Estate Pre-Licensing Ethics**
This course is for students that took the Md. Real Estate Pre-licensing course prior to October 2004. This course can be used for pre-licensing requirements for both salespeople and brokers.
- **MD Supervision Course**
This course reviews the MD licensing law requirements of supervision of agents. As of Jan. 1, 2012, this course is required by all MD real estate brokers, managers, or team leaders in order to renew their real estate license.
- **MD RE Ethics & Predatory Lending**
This course is approved for three hours of Maryland and Pennsylvania Real Estate Commission ethics continuing education credits. (Required every two years for license renewal.)
- **Fair Housing Review & Updates**
This course is approved for one and a half hours of MD and PA Fair Housing credits. (Required every two years for license renewal.)
- **MD Agency – Residential**
Approved for two hours of MD Real Estate CEC. Topics include agency disclosure and a review of MD agency laws. (Required every two years for licenses renewal.)
- **MD Agency – Commercial**
This course meets the Maryland Real Estate Commission's requirements for agency commercial training. (Can be used to satisfy the MREC requirement for agency which is required every two years for license renewal.)
- **MD Legal Updates**
This course meets the Maryland Real Estate Commission requirements for three hours of continuing education in category "A." (Required every two years for license renewal.)

How do I register?

Students can register online or by phone, fax, or mail. To learn more, call 240-500-2236 or go to www.hagerstowncc.edu/coned/register.