District of Columbia Board of Real Estate

Constance W. Maffin, GRI
Chairperson

Approved Prelicensing Schools

The DC Real Estate Licensure Law requires prelicensing education for consumers interested in obtaining a Salesperson or Broker license. Prelicensing education is not required for Property Managers, although schools have been approved to offer prelicensing education for this field. ALL **BROKER AND SALESPERSON COURSES ARE CONDUCTED IN SEPARATE CLASSROOM SETTINGS. DISTANCE LEARNING (IE, CORRESPONDENCE COURSES OR ON-YOUR-OWN STUDY) IS NOT DC BOARD-APPROVED.**

http://www.dcra.org
http://www.promissor.com
schanolia.barnes@dc.gov (education liaison)
stephanie.johnston@dc.gov (clerical assistant)

DC Board of Real Estate - Approved Prelicensing Education Schools

1. Ashby's Real Estate Institute
Director: John Ashby
(jashby9980@aol.com)
1533 Pennsylvania Avenue, SE
Washington, DC 20003
Office: (202) 543-8060
Fax: (202) 543-9079

60-hour DC salesperson prelicensing

2. Henderson Professional Development Seminars
Director: Samuel Henderson
(study@hpdsseminars.com)
1401 H Street, NW, 1st Floor
Washington, DC 20005
Office: (202) 347-7022

60-hour DC salesperson prelicensing;
135-hour DC broker prelicensing;
Non-mandated property manager prelicensing

3. Coldwell Banker Institute of Real Estate
Director: Bill Frost
(bfrost@cbstevens.com)
7220-C Columbia Pike
Annandale, VA 22003
Office: (703) 256-5540

60-hour DC salesperson prelicensing

4. Frederick Academy of Real Estate
Director: Colin McGowan
(cfminc@erols.com)
Main office: 11849 Ramsburg Road
Marriottsville, MD 21104
(800) 854-0950 - main office

60-hour DC salesperson prelicensing

Site location #1:
1 - Prudential Carruthers Real Estate
5025 Wisconsin Avenue, NW
Washington, DC 20016
On-site #1 (202) 362-3400
Site location #2:
2 - Prudential Carruthers Real Estate
216 - 7th Street, SE, Washington, DC 20003
On-site #2: (202) 393-1111

60-hour DC salesperson prelicensing

5. Greater Capital Area Association of Realtors
(robtreadway@gcaar.com; ldowdey@gcaar.com)
website: http://www.gcaar.com
Main office: 8757 Georgia Avenue, #609
Silver Spring, MD 20910
Main office: (301) 590-2000
DC office: 1818 N Street, NW, Suite T-50
Washington, DC 20036

Graduate Realtor Institute (GRI) -
Equivalent to DC broker prelicensing

6. Long & Foster Institute of Real Estate
Director: Lee Busby / Lynn Bunn
(lee.busby@longandfoster.com;
lyn.bunn@longandfoster.com)
201 Perry Parkway, Suite 4
Gaithersburg, MD 20877
Office: (301) 417-7100 & (800) 543-3365
Fax: (301) 975-1035

60-hour DC salesperson prelicensing

Long & Foster Institute of Real Estate (cont.) *DC office:* Long & Foster Institute of Real Estate 4200 Wisconsin Avenue Washington, DC 20016 (301) 417-7100	60-hour DC salesperson prelicensing
7. Weichert Real Estate School jgabele@weichertrealtors.net 6610 Rockledge Drive, Suite 100 Bethesda, MD 20817 Office: (301) 719-4143 : Contact - Jay Gabele Fax: (301) 718-4144	60-hour DC salesperson prelicensing
8. ALU-NIMA School of Real Estate Director: M.H. Bahreini 4401 East-West Highway, Suite 309 Bethesda, MD 20814 Office: (301) 656-6462 Fax: (301) 656-6462	60-hour DC salesperson prelicensing 135-hour DC broker prelicensing

60-Hour - Principles & Practices of Real Estate for Salespersons

ASHBY'S REAL ESTATE INSTITUTE **(email: jashby9980@aol.com)**
1533 Pennsylvania Avenue, SE, Washington, DC 20003
Office: (202) 543-8060 : Contact: John Ashby
Fax: (202) 543-9079

Schedule	Days	Time	Breaks
1/21/03 to 2/27/03; (day schedule) 3/4/03 to 4/10/03; 4/15/03 to 5/22/03; 9/9/03 to 10/9/03; 10/21/03 to 11/28/03.	Tue and Thu Sat	6:00pm-9:30pm 8:00am-1:15pm	6:45-7:00pm Two 10-minute breaks

Instructor(s): John Ashby

DATE OF BOARD APPROVAL: January 13, 2003

60-Hour - Principles & Practices of Real Estate for Salespersons

COLDWELL BANKER INSTITUTE OF REAL ESTATE **(email: bfrost@cbstevens.com)**
7220-C Columbia Pike, Annandale VA 22003
Office: (703) 256-5540 : Contact: William Frost

Schedule	Days	Time	Breaks
1/20/03 to 2/12/03; (day schedule) 3/24/03 to 4/16/03; 5/28/03 to 6/20/03; 7/28/03 to 8/20/03; 9/29/03 to 10/22/03; 12/1/03 to 12/22/03.	Mon Wed and Fri	9:00am - 3:30pm	12-12:30pm
1/21/03 to 3/13/03; (evening schedule) 3/18/03 to 5/6/03; 5/20/03 to 7/15/03; 7/29/03 to 9/18/03; 9/30/03 to 11/20/03.	Tue and Thur	6:00pm-10:00pm	Two 10-minute breaks

Instructor: Judith Duarte

DATE OF BOARD APPROVAL: January 15, 2003

HENDERSON PROFESSIONAL DEVELOPMENT SEMINARS **(study@hpdsseminars.com)**
1401 H Street, NW, 1st Floor, Washington, DC 20005
Office: (202) 347-7022 : Contact : Samuel Henderson

60-Hour Principles & Practices of Real Estate for Salespersons (Mandated)

Schedule	Days	Time	Breaks
(2002, 2003): 1/19/02-2/12/02; 2/16/01-3/12/02; 3/16/02-4/09/02; 4/13/02-5/14/02; 5/18/02-6/11/02; 6/15/02-7/16/02; 7/20/02-8/13/02; 8/17/02-9/14/02; 9/21/02-10/19/02; 10/19/02-11/12/02; 11/16/02-12/17/02; 12/03/02-12/31/02; (2003) 1/18/03-2/1/03.	Tue and Sat	8:30am - 5:30pm	12-12:30pm

135-Hour Principles and Practices of Real Estate for Brokers (Mandated)

Schedule	Days	Time	Breaks
(2002)(2003): 1/19/02-3/16/02; 2/16/02-4/13/02; 3/16/02-5/15/02; 4/13/02-6/12/02; 5/18/02-7/20/02; 6/15/02-8/17/02; 7/20/02 - 9/18/02; 8/17/02-10/16/02; 9/21/02-11/16/02; 10/19/02-12/21/02; 11/16/02-1/31/03; 12/04/03-2/15/03.	Wed and Sat	8:30am-5:30pm	12-12:30pm

45-Hour Property Manager Prelicensing (Non-Mandated)

Schedule	Days	Time	Breaks
(2002) (2003): 1/19/02-2/02/02; 2/16/02-3/09/02; 4/13/02-5/09/02; 5/15/02-7/13/02; 7/20/02-8/10/02; 8/17/02-9/10/02; 10/19/02-11/09/02; 11/16/02-12/14/02; (2003): 1/18/03-2/01/03.	Sat Tue and Thur	8:30am-5:30pm 6:00pm-9:30pm	12-12:30pm Two-10-minute breaks

Instructor(s): Samuel Henderson

DATE OF BOARD APPROVAL: May 14, 2001

60 Hour - Principles & Practices of Real Estate for Salespersons

FREDERICK ACADEMY OF REAL ESTATE **(cfminc@erols.com; website: frederickacademy.net)**
11849 Ramsburg Road, Marriottsville, MD 21104
Office: 800 -854-0950 : Contact : Colin McGowan
Fax: 410 -442-1395

Site locations:
1) Prudential Carruthers Real Estate, 5025 Wisconsin Ave, NW, Washington, DC 20016 : (202) 362-3400

Schedule	Days	Time	Breaks
1/13/03 to 1/29/03 (day)	Mon / Wed / and Fri	9:00am-5:00pm	Day schedule break: 12-12:30pm
2/3/03 to 3/6/03 (evening)	Mon / Wed / and Thu	6:00pm-10:00pm	
3/17/03 to 4/4/03 (day)	Mon / Wed / and Fri	9:00am-5:00pm	Evening schedule break: 10 minutes
4/7/03 to 5/08/03 (evening)	Mon / Wed / and Thu	6:00pm-10:00pm	
5/5/03 to 5/21/03 (day)	Mon / Wed / and Fri	9:00am-5:00pm	
6/2/03 to 7/3/03 (evening)	Mon / Wed / and Thu	6:00pm-10:00pm	
8/4/03 to 9/8/03 (evening)	Mon / Wed / and Thu	6:00pm-10:oopm	
9/15/03 to 10/1/03 (day)	Mon / Wed / and Fri	9:00am-5:00pm	
10/13/03 to 11/13/03 (evening)	Mon / Wed / and Thu	6:00pm-10:00pm	

Site location:
2) Prudential Carruthers Real Estate, 216 - 7th Street, SE, Washington, DC 20003 : (202) 393-1111

Schedule	Days	Time	Breaks
1/6/03 to 2/6/03 (evening)	Mon Wed and Thu	6:00pm-10:00pm	Day schedule break: 12-12:30pm
3/3/03 to 4/3/03 (evening)	Mon Wed and Thu	6:00pm-10:00pm	
5/5/03 to 6/9/03 (evening)	Mon Wed and Thu	6:00pm-10:00pm	Evening schedule break: 10 minutes
7/7/03 to 7/23/03 (day)	Mon Wed and Fri	9:00am-5:00pm	
9/8/03 to 10/9/03 (evening)	Mon Wed and Thu	6:00am-10:00pm	
11/8/03 to 11/26/03 (day)	Mon Wed and Fri	9:00pm-5:00pm	

Instructor(s): Harry Wills, Diana Moreland, Charles Hermanek (DC Fair Housing Certified), Alvin C. Monshower, Jr., Richard W. Myers.

DATES OF BOARD APPROVAL: January 13, 2003

135 - Hour Principles & Practices of Real Estate for Brokers

GREATER CAPITAL AREA ASSOCIATION OF REALTORS

(email: ldowdey@gcaar.com;); website: http://www.gcaar.com

Main office: 8757 Georgia Avenue, #609, Silver Spring, MD 20910; (301) 590-2000
DC office: 1818 N Street, NW, Suite T-50, Washington, DC 20036
Fax: (301) 590-2248; 2169

GRI 100 SERIES 2003	GRI 200 SERIES 2003	GRI 300 SERIES 2003	GRI 400 SERIES 2003
9:00AM – 4:30PM	9:00AM-4:30PM	9:00AM – 4:30PM	9:00AM – 5:00PM
101 – Feb 3/Sept 8	201 – Mar 5/Oct 2	301 – Apr 2/Nov 3	401 – May 5/Dec 4
102 – Feb 6/Sept 11	202 – Mar 10/Oct 8	302 – Apr 7/Nov 5	402 – May 8/Dec 8
103 – Feb 10/Sept 15	203 – Mar 12/Oct 10	303 – Apr 10/Nov 7	403 – May 12/Dec 10
104 – Feb 13/Sept 17	204 – Mar 17/Oct 16	304 – Apr 14/Nov 12	404 – May 14/Dec 15
105 – Feb 19/Sept 22 2003	205 – Mar 20/Oct 20 2003	305 – Apr 15/Nov 14 2003	405 – May 19/Dec 18, 2003

Instructor(s): Alvin C. Monshower, Michael Briggs, Doris Barrell, James Semeyn, David Lennhoff, Thomas Lynch, Jane Fairweather, Steve Abraham, Esq., Marjorie Rosner, Art Konopka, Linda deMarlor, Connie Kurtz, Allison Mooney, Dale Mattison, Rick Brown, Jay Olshonski, Elaine White, Michael Dennis.

DATE OF BOARD APPROVAL: March 5, 2003

60 - Hour Principles & Practices of Real Estate for Salespersons

LONG & FOSTER INSTITUTE OF REAL ESTATE **(lee.busby@longandfoster.com; lyn.bunn@longandfoster.com)**

201 Perry Parkway, Suite 4, Gaithersburg, MD 20877
Office: (301) 417-7100 : (800) 543-3365 : Contact: Leona Busby / Lynn Bunn
Fax: (301) 975-1035

Schedule	Days	Time	Breaks
Apr: 7, 8, 10, 11, 14, 15, 17, 18 (days) **Aug**: 11, 12, 14, 15, 18, 19, 21, 22 (days) **Dec**: 8, 9, 11, 12, 15, 16, 18, 19 (days)	Mon Tue Thur and Fri	9:00am-5:00pm	12-12:30pm
Schedule	**Days**	**Time**	**Breaks**
Jan: 8, 10, 13, 15, 17, 22, 24, 27 **Feb**: 10, 12, 14, 19, 21, 24, 26, 28 **Mar**: 10, 12, 14, 17, 19, 21, 24, 26 **May**: 5, 7, 9, 12, 14, 16, 19, 21 **June**: 4, 6, 9, 11, 13, 16, 18, 20 **July**: 9, 11, 14, 16, 18, 21, 23, 25 **Sept**: 5, 8, 10, 12, 15, 17, 19, 22 **Oct**: 8,10, 13, 15, 17, 20, 22, 24 **Nov**: 3, 5, 7, 10, 12, 14, 17, 19	Mon Wed and Fri	9:00am-5:00pm	12-12:30pm
Schedule	**Days**	**Time**	**Breaks**
Jan/Feb: 7, 9, 11, 14, 16, 18, 21, 23, 25, 28, 30, 2/1 **Feb/Mar**: 15, 18, 20, 22, 25, 27, 3/1, 4, 6, 8, 11, 13 **Apr/May**: 1, 3, 5, 8, 10, 12, 15, 17, 22, 24, 26, 29, 5/1 **May/Jun**: 13, 15, 17, 20, 22, 24, 27, 29, 31, 6/3, 5, 7 **Jun/Jul**: 21, 24, 26, 28, 7/1, 8, 10, 12, 15, 17, 19, 22 **Aug/Sept**: 12, 14, 16, 19, 21, 23, 26, 28, 9/2, 4, 6, 9, 11 **Sept/Oct**: 27, 30, 10/2, 4, 7, 9, 11, 14, 16, 18, 21, 23 **Nov/Dec:** 8, 11, 13, 15, 18, 20, 22, 25, 12/2, 4, 6, 9	Tue and Thu (Evenings) Sat	6:00pm - 10:00pm 9:00am - 5:00pm	Two 10-minute breaks 12-12:30pm

Instructor(s): Kevin Borsody, Nancy Clinard, Mary McGuire, Ingrid Carmichael, Leona Busby, Farhad Rozi, Darrell Parsons, Jody Beal, Niamaat. Lacy Alston (added 5-9-03).

DATE OF BOARD APPROVAL: December 21, 2001; Instructor added May 24, 2002.

60- hour Principles & Practices of Real Estate for Salespersons

WEICHERT REAL ESTATE SCHOOLREAL ESTATE **jgabele@ weichertrealtors.net**
6610 Rockledge Drive, Suite 100 Bethesda, MD 20817
Office: (301) 719-4143 : Contact - Jay Gabele
Fax: (301) 718-4144

Site location: Dupont Circle : 1930 18th Street, NW, Washington, DC 20009 : 202/326-1010

Schedule	Days	Time	Breaks
1/13/03 to 2/05/03 (day)	Mon Wed and Fri	9:00am - 5:00pm	12-12:30pm

Instructor(s): Tony Mizzer

60-Hour - Principles & Practices of Real Estate for Salespersons

ALU - NIMA School of Real Estate
4401 East-West Highway, Suite 309 - Classroom B, Bethesda, MD 20814
Office: (301) 656-6462 Contact: M.H. Bahreini
Fax: (301) 593-6462

Schedule	Evenings	Time	Breaks
March 2003: 8, 10, 11, 12, 13, 14, 15, 17, 18, 19, 20, 21, 22, 24, 25, 26, 27, 28, 29, 31 - (evenings) **April** 2003: 1, 2, 3, 4, 7, 8, 9, 10, 11, 14, 115, 16, 17, 18, 21, 22, 23, 24, 25, 28 - (evenings) **May** 2003: 5, 6, 7, 8, 9, 12, 13, 14, 15, 16, 19, 20, 21, 22, 23, 26, 27, 28, 29, 30 - (evenings) **June** 2003: 2, 3, 4, 5, 6, 9, 10, 11, 12, 13, 16, 17, 18, 19, 20, 23, 24, 25, 26, 27 - (evenings) **July** 2003: 1, 2, 3, 8, 9, 10, 11, 14, 15, 16, 17, 18, 21, 22, 23, 24, 25, 28, 29, 30 - (evenings) **August** 2003: 4, 5, 6, 7, 8, 11, 12, 13, 14, 15, 18, 19, 20, 21, 22, 25, 26, 27, 28, 29, - (evenings)	Sat, Mon, Tue, Wed, Thu, Fri	6:00pm-9:00pm	5-minute on the hour break

Instructor(s): Shaun McMahon

60-Hour - Principles & Practices of Real Estate for Salespersons

Schedule	Afternoons/ Evenings	Time	Breaks
March 2003: 11, 13, 15, 18, 20, 22, 25, 27, 29, **& April 1.** **April** 2003: 5, 8, 10, 12, 15, 17, 19, 22, 24, 26. **May** 2003: 6, 8, 10, 13, 15, 17, 20, 22, 24, 27. **June** 2003: 3, 5, 7, 10, 12, 14, 17, 19, 21, 24. **July** 2003: 8, 10, 12, 15, 17, 19, 22, 24, 26, 29. **August** 2003: 5, 7, 9, 12, 14, 16, 19, 21, 23, 26.	Tue, Thu, Sat	3:30pm-6:30pm & 6:45pm-9:45pm	5-minute on the hour break

Instructor(s): M.H. Bahreini

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135-Hour - Principles & Practices of Real Estate for Brokers			
Schedule	**Evenings**	**Time**	**Breaks**
Session 1: March 2003: 10, 12, 14, 17, 19, 21, 24, 26, 28, 31 **and April** 2, 4, 7, 9, 11, 14, 16, 18, 21, 23, 25, 28, 30. **Session 2: May** 2003: 5, 7, 9, 12, 14, 16, 19, 21, 23, 26, 28, 30 **and June** 2, 4, 6, 9, 11, 13, 16, 18, 20, 23, 25. **Session 3: July** 2003: 9, 11, 14, 16, 18, 21, 23, 25, 28, 30 **and August** 2003: 1, 4, 6, 8, 11, 13, 15, 18, 20, 22, 25, 27, 29.	Mon, Wed, & Fri	3:30pm - 6:30pm & 6:45pm-9:45pm (Note: The first class of each session runs from 6:45pm - 9:45pm)	5-minute on the hour break
Instructor(s): M.H. Bahreini			
DATE OF BOARD APPROVAL: March 4, 2003			