



# REGION 3 EDUCATION COURSE CALENDAR



<b>ETHICS</b>	Ethics for the Real Estate Manager (ETH800)	February 11	Maryland Multi-Housing Association 11155 Dolfield Blvd., Suite 200 Owings Mills, MD 21117	Member/Nonmember pricing \$185/\$230
<b>ASSET MANAGEMENT TRACK</b>	Financing and Loan Analysis for Investment Real Estate (ASM603)	March 11-12	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$699/\$845*
	Performance and Valuation Of Investment Real Estate (ASM604)	March 13-14	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$699/\$845*
	Asset Analysis of Investment Real Estate (ASM605)	March 15	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$430/\$510*
<b>ARM TRACK</b>	Ethics for the Real Estate Manager (ETH800)	April 8	1785 Greensboro Station Place Tower III, Conference Room C/D Tysons, VA 22102	\$185/\$230
	Managing Residential Properties (RES201) <i>*Does not include ARM® certification exam</i>	April 9-12	1785 Greensboro Station Place Tower III, Conference Room C/D Tysons, VA 22102	\$715/\$870*
	ARM® Certification Exam (ARMEXM)	April 13	1785 Greensboro Station Place Tower III, Conference Room C/D Tysons, VA 22102	\$60/\$75
<b>CPM CAPSTONE</b>	Management Plan Skills Assessment (MPSAEXM)	April 29– May 2	WPM Offices 11422 Cronridge Dr. Owings Mills, MD 21117	\$1395/\$1720*
	CPM® Certification Exam (CPMEXM)	May 3	WPM Offices 11422 Cronridge Dr. Owings Mills, MD 21117	\$270/\$340
<b>MANAGING PEOPLE &amp; MARKETING TRACK</b>	Marketing & Leasing Strategies for Multifamily Properties (MKL405)	May 13-14	1801 Research Blvd. 1st Fl. Conference Center Rockville, MD 20850	\$699/\$845*
	Leading a Winning Property Management Team (HRS402)	May 15-16	1801 Research Blvd. 1st Fl. Conference Center Rockville, MD 20850	\$699/\$845*
<b>MANAGING MAINTENANCE &amp; BUDGETING TRACK</b>	Budgeting, Cash Flow, and Reporting for Real Estate Investing (FIN402)	June 3-4	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$699/\$845*
	Managing Maintenance Operations and Property Risk (MNT402)	June 5-6	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$699/\$845*
<b>ETHICS</b>	Ethics for the Real Estate Manager (ETH800)	June 7	JLL 2020 K Street, NW, Suite 1100 Washington, DC 20006	\$185/\$230
<b>ASSET MANAGEMENT TRACK</b>	Financing and Loan Analysis for Investment Real Estate (ASM603)	Oct. 14-15	Rollins Congressional Club 1621 Martha Terr. Rockville, MD 20852	\$699/\$845*
	Performance and Valuation of Investment Real Estate (ASM604)	Oct. 16-17	Rollins Congressional Club 1621 Martha Terr. Rockville, MD 20852	\$699/\$845*
	Asset Analysis of Investment Real Estate (ASM605)	Oct. 18	Rollins Congressional Club 1621 Martha Terr. Rockville, MD 20852	\$430/\$510*
<b>ETHICS</b>	Ethics for Real Estate Manager (ETH800)	Nov 1	OMG Offices 638 Independence Pkwy, Suite 100 Chesapeake, VA 23320	\$185/\$230
<b>CPM CAPSTONE</b>	Management Plan Skills Assessment (MPSAEXM)	Nov. 11-14	1785 Greensboro Station Place Tower III, Conference Room E/F Tysons, VA 22102	\$1395/\$1720*
	CPM Certification Exam (CPMEXM)	Nov. 15 (AM)	1785 Greensboro Station Place Tower III, Conference Room E/F Tysons, VA 22102	\$270/\$340

\*Register 30 days or earlier prior to the start date of an eligible course to save \$100.



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