



*2017 Course Calendar*  
IREM Region 3 Education Committee

	CLASS	DATE	LOCATION	Early Registration Fee Regular Registration Fee
<b>Ethics</b>	Ethics for the Real Estate Manager (ETH800)	February 14	OMG Offices 638 Independence Pkwy Chesapeake, VA 23320	<b>\$185/\$230</b> Member/Nonmember <b>\$285/\$330</b> Member/Nonmember
<b>Asset Management Track</b>	Financing and Loan Analysis for Investment Real Estate (ASM603)	March 6-7	CBRE 6641 W. Broad Street Richmond, VA 23230	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Performance and Valuation Of Investment Real Estate (ASM604)	March 8-9	CBRE 6641 W. Broad Street Richmond, VA 23230	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Asset Analysis of Investment Real Estate (ASM605)	March 10	CBRE 6641 W. Broad Street Richmond, VA 23230	<b>\$330/\$410</b> <b>\$430/\$510</b>
<b>ARM<sup>®</sup> Track</b>	Ethics for the Real Estate Manager (ETH800)	April 3	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$185/\$230</b> <b>\$285/\$330</b>
	Managing Residential Properties (RES201) <i>*Does not include ARM<sup>®</sup> certification exam</i>	April 4-7	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$615/\$770</b> <b>\$715/\$870</b>
	ARM <sup>®</sup> Certification Exam (ARMEXM)	April 8	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$60/\$75</b>
<b>CPM<sup>®</sup> Capstone</b>	Management Plan Skills Assessment (MPSAEXM)	May 1-4	Skyline Office Complex 5201 Leesburg Pike Conference Room 103A Falls Church, VA 22041	<b>\$1295/\$1620</b> <b>\$1395/\$1720</b>
	CPM <sup>®</sup> Certification Exam (CPMEXM)	May 5	Skyline Office Complex 5201 Leesburg Pike Conference Room 103A Falls Church, VA 22041	<b>\$270/\$340</b>
<b>Managing People &amp; Marketing Track</b>	Marketing & Leasing Strategies for Multifamily Properties (MKL405)	May 8-9	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Marketing & Leasing Strategies for Office Buildings (MKL406)	May 8-9	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Leading a Winning Property Management Team (HRS402)	May 10-11	Edgewood Management 9711 Washingtonian Blvd Suite 200 Gaithersburg, MD 20878	<b>\$599/\$745</b> <b>\$699/\$845</b>
<b>Managing Maintenance &amp; Budgeting Track</b>	Managing Maintenance Operations and Property Risk (MNT402)	June 5-6	COPT Offices 6724 Alexander Bell Drive Columbia, MD 21046	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Budgeting, Cash Flow, and Reporting for Real Estate Investing (FIN402)	June 7-8	COPT Offices 6724 Alexander Bell Drive Columbia, MD 21046	<b>\$599/\$745</b> <b>\$699/\$845</b>
<b>Ethics</b>	Ethics for the Real Estate Manager (ETH800)	June 9	COPT Offices 6724 Alexander Bell Drive Columbia, MD 21046	<b>\$185/\$230</b>
<b>Asset Management Track</b>	Financing and Loan Analysis for Investment Real Estate (ASM603)	Sept. 18-19	WPM Offices 11433 Cronridge Drive Owings Mills, MD 21117	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Performance and Valuation of Investment Real Estate (ASM604)	Sept. 20-21	WPM Offices 11433 Cronridge Drive Owings Mills, MD 21117	<b>\$599/\$745</b> <b>\$699/\$845</b>
	Asset Analysis of Investment Real Estate (ASM605)	Sept. 22	WPM Offices 11433 Cronridge Drive Owings Mills, MD 21117	<b>\$330/\$410</b> <b>\$430/\$510</b>
<b>Ethics</b>	Ethics for Real Estate Manager (ETH800)	Oct. 20	Skyline Office Complex 5201 Leesburg Pike Conference Room 103A Falls Church, VA 22041	<b>\$185/\$230</b>
<b>CPM<sup>®</sup> Capstone</b>	Management Plan Skills Assessment (MPSAEXM)	Nov. 13-16	JLL Offices 1801 K Street NW Suite 1000 Washington, DC 20006	<b>\$1295/\$1620</b> <b>\$1395/\$1720</b>
	CPM Certification Exam (CPMEXM)	Nov. 17 (AM)	JLL Offices 1801 K Street NW Suite 1000 Washington, DC 20006	<b>\$270/\$340</b>