

PRINCIPLES AND PRACTICE OF REAL ESTATE – NORTH HAVEN

January 22 – February 26, 2018 Monday & Wednesdays 9 am – 3:30 pm

Instructor: Gillian Goldrich [ctrealtorgillian@gmail.com](mailto:crealtorgillian@gmail.com)
Rhonda Lentini rlentini@comcast.net

MONDAY **Block 1A** **Gillian Goldrich**

1-22-18 Unit: 1 Introduction to the Real Estate Business
Unit: 22 Investing in Real Estate

Corresponds with CT Law Book pgs. 2-5, 124-128

MONDAY **Block 1B** **Gillian Goldrich**

1-22-18 Unit: 2 Real Property and the Law
Unit: 4 Interests in Real Estate

Corresponds with CT Law Book Chapters 3 & 4

WEDNESDAY **Block 2A** **Rhonda Lentini**

1-24-18 Unit: 3 Fair Housing

Corresponds with CT Law Book Chapter 15

WEDNESDAY **Block 2B** **Rhonda Lentini**

1-24-18 Unit: 5 Forms of Real Estate Ownership
Unit: 6 Land Descriptions

Corresponds with CT Law Book Chapters 4&5

MONDAY **Block 3A** **Gillian Goldrich**

1-29-18 **Quiz Units 1-6**
Unit: 7 Transfer of Title

Corresponds with CT Law Book Chapter 8

MONDAY **Block 3B** **Gillian Goldrich**

1-29-18 Unit: 8 Title Records

Corresponds with CT Law Book Chapter 9

WEDNESDAY **Block 4A** **Gillian Goldrich**

1-31-18 Unit: 10 Real Estate Agency

Corresponds with CT Law Book Chapter 1

WEDNESDAY **Block 4B** **Gillian Goldrich**

1-31-18 Unit: 12 Real Estate Contracts

Corresponds with CT Law Book Chapter 7

MONDAY **Block 5A** **Gillian Goldrich**

2-5-18 Unit: 9 **Quiz Units 7, 8, 10, 12**
Brokerage
Math Concepts

Corresponds with CT Law Book Chapter 1

MONDAY **Block 5B** **Gillian Goldrich**

2-5-18 Unit: 11 Client Representation Agreements

Corresponds with CT Law Book Chapter 2

WEDNESDAY **Block 6A** **Gillian Goldrich**

2-7-18 CT Specific Regulations -- CT Law Chapter 10
Real Estate Math Concepts

WEDNESDAY **Block 6B** **Gillian Goldrich**

2-7-18 Unit: 13 Real Estate Taxes and Other Liens

Corresponds with CT Law Book Chapter 6

Quiz Units 9-13

MONDAY **Block 7A** **Gillian Goldrich**

2-12-18 Unit: 14 Real Estate Financing

Corresponds with CT Law Book Chapter 11

MONDAY **Block 7B** **Gillian Goldrich**

2-12-18 Unit: 15 Government Involvement in Real Estate Financing

Corresponds with CT Law Book Chapter 11

WEDNESDAY **Block 8A** **Gillian Goldrich**

2-14-18 Unit: 16 Real Estate Appraisal

Corresponds with CT Law Book Chapter 16

WEDNESDAY **Block 8B** **Gillian Goldrich**

2-14-18 Unit: 17 Closing the Real Estate Transaction

Corresponds with CT Law Book Chapter 16

WEDNESDAY **Block 9A** **Gillian Goldrich**

THERE WILL BE NO CLASS ON FEBRUARY 19TH

Quiz Units 14-17

2-21-18 Unit: 18 Leases
Unit: 19 Property Management

Corresponds with CT Law Book Chapter 18

WEDNESDAY **Block 9B** **Gillian Goldrich**

2-21-18 Unit: 20 Land-Use Controls and Property Development

Corresponds with CT Law Book Chapter 14

MONDAY **Block 10A** **Gillian Goldrich**

2-26-18 Unit: 21 Environmental Issues & the Real Estate Transaction

Corresponds with CT Law Book Chapter 17

MONDAY **Block 10B** **Gillian Goldrich**

2-26-18 **Quiz Units 17-21**
Course Highlight Review

Students should keep track of their hours, once you have completed 60 hours, you should contact the Association Office at 203-234-7700 to set up a time to come in and take your class exam.