

# PRINCIPLES AND PRACTICE OF REAL ESTATE – OLD SAYBROOK

January 3 – February 7, 2018 Monday & Wednesdays 9 am – 3:30 pm

**Instructors:** Teresa Sirico [tsirico@snet.com](mailto:tsirico@snet.com)  
Amy Buchas [amy@realty3ct.com](mailto:amy@realty3ct.com)

**WEDNESDAY** **Block 1A** **Amy Buchas**

**1-3-18** Unit: 1 Introduction to the Real Estate Business  
Unit: 22 Investing in Real Estate

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

**WEDNESDAY** **Block 1B** **Amy Buchas**

**1-3-18** Unit: 2 Real Property and the Law  
Unit: 4 Interests in Real Estate

*Corresponds with CT Law Book Chapters 3 & 4*

**MONDAY** **Block 2A** **Teresa Sirico**

**1-8-18** Unit: 3 Fair Housing

*Corresponds with CT Law Book Chapter 15*

**MONDAY** **Block 2B** **Teresa Sirico**

**1-8-18** Unit: 5 Forms of Real Estate Ownership  
Unit: 6 Land Descriptions

*Corresponds with CT Law Book Chapters 4&5*

**WEDNESDAY** **Block 3A** **Amy Buchas**

**1-10-18** **Quiz Units 1-6**  
Unit: 7 Transfer of Title

*Corresponds with CT Law Book Chapter 8*

**WEDNESDAY** **Block 3B** **Amy Buchas**

**1-10-18** Unit: 8 Title Records

*Corresponds with CT Law Book Chapter 9*

**THERE WILL BE NO CLASS ON JANUARY 15TH**

<b>WEDNESDAY</b>		<b>Block 4A</b>	<b>Amy Buchas</b>
<b>1-17-18</b>	Unit: 10	Real Estate Agency	
		<b>Corresponds with CT Law Book Chapter 1</b>	
<b>WEDNESDAY</b>		<b>Block 4B</b>	<b>Amy Buchas</b>
<b>1-17-18</b>	Unit: 12	Real Estate Contracts	
		<i>Corresponds with CT Law Book Chapter 7</i>	
<b>MONDAY</b>		<b>Block 5A</b>	<b>Teresa Sirico</b>
<b>1-22-18</b>	Unit: 9	<b>Quiz Units 7, 8, 10, 12</b> Brokerage Math Concepts	
		<b>Corresponds with CT Law Book Chapter 1</b>	
<b>MONDAY</b>		<b>Block 5B</b>	<b>Teresa Sirico</b>
<b>1-22-18</b>	Unit: 11	Client Representation Agreements	
		<i>Corresponds with CT Law Book Chapter 2</i>	
<b>WEDNESDAY</b>		<b>Block 6A</b>	<b>Teresa Sirico</b>
<b>1-24-18</b>		CT Specific Regulations -- CT Law Chapter 10 Real Estate Math Concepts	
<b>WEDNESDAY</b>		<b>Block 6B</b>	<b>Teresa Sirico</b>
<b>1-24-18</b>	Unit: 13	Real Estate Taxes and Other Liens	
		<i>Corresponds with CT Law Book Chapter 6</i> <b>Quiz Units 9-13</b>	
<b>MONDAY</b>		<b>Block 7A</b>	<b>Amy Buchas</b>
<b>1-29-18</b>	Unit: 14	Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	
<b>MONDAY</b>		<b>Block 7B</b>	<b>Amy Buchas</b>
<b>1-29-18</b>	Unit: 15	Government Involvement in Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	

