

PRINCIPLES AND PRACTICE OF REAL ESTATE – OLD SAYBROOK

March 28 – April 30, 2018 Monday & Wednesdays 9 am – 3:30 pm

Instructors: Teresa Sirico tsirico@snet.com
Amy Buchas amybuchas@gmail.com

WEDNESDAY **Block 1A** **Teresa Sirico**

3-28-18 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** **Teresa Sirico**

3-28-18 Unit: 2 Real Property and the Law
Unit: 4 Interests in Real Estate

Corresponds with CT Law Book Chapters 3 & 4

MONDAY **Block 2A** **Amy Buchas**

4-2-18 Unit: 3 Fair Housing

Corresponds with CT Law Book Chapter 15

MONDAY **Block 2B** **Amy Buchas**

4-2-18 Unit: 5 Forms of Real Estate Ownership
Unit: 6 Land Descriptions

Corresponds with CT Law Book Chapters 4&5

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

4-4-18 Unit: 7 **Quiz Units 1-6**
Transfer of Title

Corresponds with CT Law Book Chapter 8

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

4-4-18 Unit: 8 Title Records

Corresponds with CT Law Book Chapter 9

MONDAY **Block 4A** **Teresa Sirico**

4-9-18 Unit: 10 Real Estate Agency

Corresponds with CT Law Book Chapter 1

MONDAY		Block 4B	Teresa Sirico
4-9-18	Unit: 12	Real Estate Contracts	
		<i>Corresponds with CT Law Book Chapter 7</i>	
WEDNESDAY		Block 5A	Teresa Sirico
4-11-18	Unit: 9	Quiz Units 7, 8, 10, 12 Brokerage Math Concepts	
		<i>Corresponds with CT Law Book Chapter 1</i>	
WEDNESDAY		Block 5B	Teresa Sirico
4-11-18	Unit: 11	Client Representation Agreements	
		<i>Corresponds with CT Law Book Chapter 2</i>	
MONDAY		Block 6A	Teresa Sirico
4-16-18		CT Specific Regulations -- CT Law Chapter 10 Real Estate Math Concepts	
MONDAY		Block 6B	Teresa Sirico
4-16-18	Unit: 13	Real Estate Taxes and Other Liens	
		<i>Corresponds with CT Law Book Chapter 6</i> Quiz Units 9-13	
WEDNESDAY		Block 7A	Amy Buchas
4-18-18	Unit: 14	Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	
WEDNESDAY		Block 7B	Amy Buchas
4-18-18	Unit: 15	Government Involvement in Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	

MONDAY

Block 8A

Amy Buchas

4-23-18

Unit: 16 Real Estate Appraisal

Corresponds with CT Law Book Chapter 16

MONDAY

Block 8B

Amy Buchas

4-23-18

Unit: 17 Closing the Real Estate Transaction

Corresponds with CT Law Book Chapter 16

WEDNESDAY

Block 9A

Amy Buchas

4-25-18

Unit: 18 Leases
Unit: 19 Property Management

Quiz Units 14-17

Corresponds with CT Law Book Chapter 18

WEDNESDAY

Block 9B

Amy Buchas

4-25-18

Unit: 20 Land-Use Controls and Property Development

Corresponds with CT Law Book Chapter 14

MONDAY

Block 10A

Teresa Sirico

4-30-18

Unit: 21 Environmental Issues & the Real Estate Transaction

Corresponds with CT Law Book Chapter 17

MONDAY

Block 10B

Teresa Sirico

4-30-18

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 and date to come in and take your exam.