

# PRINCIPLES AND PRACTICE OF REAL ESTATE – OLD SAYBROOK

June 20, – July 30, 2018 Monday & Wednesdays 9 am – 3:30 pm

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

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

**6-20-18** 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**

**6-20-18** 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**

**6-25-18** Unit: 3 Fair Housing

*Corresponds with CT Law Book Chapter 15*

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

**6-25-18** Unit: 5 Forms of Real Estate Ownership  
Unit: 6 Land Descriptions

*Corresponds with CT Law Book Chapters 4&5*

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

**6-27-18** **Quiz Units 1-6**  
Unit: 7 Transfer of Title

*Corresponds with CT Law Book Chapter 8*

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

**6-27-18** Unit: 8 Title Records

*Corresponds with CT Law Book Chapter 9*

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

**7-9-18** Unit: 10 Real Estate Agency

*Corresponds with CT Law Book Chapter 1*

<b>MONDAY</b>		<b>Block 4B</b>	<b>Teresa Sirico</b>
<b>7-9-18</b>	Unit: 12	Real Estate Contracts	
		<i>Corresponds with CT Law Book Chapter 7</i>	
<b>WEDNESDAY</b>		<b>Block 5A</b>	<b>Teresa Sirico</b>
<b>7-11-18</b>	Unit: 9	<b>Quiz Units 7, 8, 10, 12</b> Brokerage Math Concepts	
		<b>Corresponds with CT Law Book Chapter 1</b>	
<b>WEDNESDAY</b>		<b>Block 5B</b>	<b>Teresa Sirico</b>
<b>7-11-18</b>	Unit: 11	Client Representation Agreements	
		<i>Corresponds with CT Law Book Chapter 2</i>	
<b>MONDAY</b>		<b>Block 6A</b>	<b>Teresa Sirico</b>
<b>7-16-18</b>		CT Specific Regulations -- CT Law Chapter 10 Real Estate Math Concepts	
<b>MONDAY</b>		<b>Block 6B</b>	<b>Teresa Sirico</b>
<b>7-16-18</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>WEDNESDAY</b>		<b>Block 7A</b>	<b>Amy Buchas</b>
<b>7-18-18</b>	Unit: 14	Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	
<b>WEDNESDAY</b>		<b>Block 7B</b>	<b>Amy Buchas</b>
<b>7-18-18</b>	Unit: 15	Government Involvement in Real Estate Financing	
		<i>Corresponds with CT Law Book Chapter 11</i>	
<b>MONDAY</b>		<b>Block 8A</b>	<b>Amy Buchas</b>
<b>7-23-18</b>	Unit: 16	Real Estate Appraisal	
		<i>Corresponds with CT Law Book Chapter 16</i>	

**MONDAY** **Block 8B** **Amy Buchas**

**7-23-18** Unit: 17 Closing the Real Estate Transaction

*Corresponds with CT Law Book Chapter 16*

**WEDNESDAY** **Block 9A** **Amy Buchas**

**7-25-18** Unit: 18 Leases  
Unit: 19 Property Management

*Corresponds with CT Law Book Chapter 18*

**WEDNESDAY** **Block 9B** **Amy Buchas**

**7-25-18** Unit: 20 Land-Use Controls and Property Development

*Corresponds with CT Law Book Chapter 14*

**MONDAY** **Block 10A** **Teresa Sirico**

**7-30-18** Unit: 21 Environmental Issues & the Real Estate Transaction

*Corresponds with CT Law Book Chapter 17*

**MONDAY** **Block 10B** **Teresa Sirico**

**7-30-18** **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.*