

# PRINCIPLES AND PRACTICE OF REAL ESTATE – NORTH HAVEN

July 9, – August 8, 2018 Monday & Wednesdays 9 am – 3:30 pm

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

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

**7-9-18** 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**

**7-9-18** Unit: 2 Real Property and the Law  
Unit: 4 Interests in Real Estate

*Corresponds with CT Law Book Chapters 3 & 4*

**WEDNESDAY** **Block 2A** **Gillian Goldrich**

**7-11-18** Unit: 3 Fair Housing

*Corresponds with CT Law Book Chapter 15*

**WEDNESDAY** **Block 2B** **Gillian Goldrich**

**7-11-18** Unit: 5 Forms of Real Estate Ownership  
Unit: 6 Land Descriptions

*Corresponds with CT Law Book Chapters 4&5*

**MONDAY** **Block 3A** **Rhonda Lentini**

**7-16-18** **Quiz Units 1-6**  
Unit: 7 Transfer of Title

*Corresponds with CT Law Book Chapter 8*

**MONDAY** **Block 3B** **Rhonda Lentini**

**7-16-18** Unit: 8 Title Records

*Corresponds with CT Law Book Chapter 9*

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

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

*Corresponds with CT Law Book Chapter 1*

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

**7-18-18** Unit: 12 Real Estate Contracts

*Corresponds with CT Law Book Chapter 7*

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

**7-23-18** Unit: 9 **Quiz Units 7, 8, 10, 12**  
Brokerage  
Math Concepts

**Corresponds with CT Law Book Chapter 1**

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

**7-23-18** Unit: 11 Client Representation Agreements

*Corresponds with CT Law Book Chapter 2*

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

**7-25-18** CT Specific Regulations -- CT Law Chapter 10  
Real Estate Math Concepts

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

**7-25-18** Unit: 13 Real Estate Taxes and Other Liens

*Corresponds with CT Law Book Chapter 6*

**Quiz Units 9-13**

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

**7-30-18** Unit: 14 Real Estate Financing

*Corresponds with CT Law Book Chapter 11*

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

**7-30-18** Unit: 15 Government Involvement in Real Estate Financing

*Corresponds with CT Law Book Chapter 11*

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

**8-1-18** Unit: 16 Real Estate Appraisal

*Corresponds with CT Law Book Chapter 16*

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

**8-1-18** Unit: 17 Closing the Real Estate Transaction

*Corresponds with CT Law Book Chapter 16*

**MONDAY**

**Block 9A**

**Gillian Goldrich**

**8-6-18**

Unit: 18

**Quiz Units 14-17**

Leases

Unit: 19

Property Management

*Corresponds with CT Law Book Chapter 18*

**MONDAY**

**Block 9B**

**Gillian Goldrich**

**8-6-18**

Unit: 20

Land-Use Controls and Property Development

*Corresponds with CT Law Book Chapter 14*

**WEDNESDAY**

**Block 10A**

**Gillian Goldrich**

**8-8-18**

Unit: 21

Environmental Issues & the Real Estate Transaction

*Corresponds with CT Law Book Chapter 17*

**WEDNESDAY**

**Block 10B**

**Gillian Goldrich**

**8-8-18**

**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.*