



REAL ESTATE PRINCIPLES & PRACTICES (P&P)

Course Outline for September 2020

Principles and Practices is the real estate salesperson pre-licensing course required by the State of Connecticut. This course provides comprehensive introduction to the real estate business for those interested in learning more about this exciting industry. You will be introduced to brokerage, listing agreements, buyer/seller representation, ownership of real estate, legal descriptions, taxes, contracts, liens, transfer of title and more. Students intending to sit for the State of Connecticut Real Estate Exam must attend (60) classroom hours and pass this course with a grade of (70%) or better. Course material is extensive and those intending to take the State of Connecticut Real Estate exam are expected to complete considerable reading assignments.

Upon completion of this course, participants will be:

1. Prepared to sit for the CT Salespersons license exam
2. Able to act as knowledgeable and competent real estate salespersons (upon passing of CT State Exam) and represent the public in a competent, honest and knowledgeable manner.
3. Generally more knowledgeable about real estate practices and procedures in the State of Connecticut.

Textbooks: Modern Real Estate Practice, 20th Edition by Galaty, Allaway & Kyle
CT Real Estate Practice and Law, 15th Edition by Pancak
Optional: Study Guide or Questions and Answers to help you pass the course

There are (11) Tuesdays and (11) Thursdays in this curriculum. You are expected to dedicate to these days when signing up for this course. We recommend that students plan to arrive at least (15) minutes before the scheduled class time. Students who arrive late for class will not be admitted. Class discussion and review of class exercises is encouraged. Classes held on Tuesdays and Thursdays will be from 5:30PM – 8:30PM. All classes will be held at the Tri-County Office, 186 East Center Street in Manchester or virtually via Zoom.

Assessment: A minimum of (60) hours classroom time is mandatory to take the final exam (NOTE: this is not the State licensing exam). The final exam will be given at the last scheduled class. All students who have completed the required (60) hours of the course **MUST** take the final exam on the scheduled date indicated in the course outline. Rescheduling of an exam for a particular student is not permitted.

A passing grade of (70%) or better on the final exam is needed for successful completion of the course and to qualify to sit for the State of Connecticut licensing exam.

A completion notice with test results will be issued via mail within (7) days from the exam. No test results will be given over the phone.

Date:	Session:	Chapters:
Tuesday September 8, 2020	Session 1	Ch. 1 - Introduction to the Real Estate Business Ch. 2 - Real Property & the Law
Thursday September 10, 2020	Session 2	Ch. 3 - Interests in Real Estate CT Ch. 3 - Interests in Real Estate
Tuesday September 15, 2020	Session 3	Ch. 4 - Forms of Real Estate Ownership CT Ch. 4 - Forms of Real Estate Ownership
Thursday September 17, 2020	Session 4	Ch. 5 - Land Descriptions CT Ch. 5 - Land Descriptions
Tuesday September 22, 2020	Session 5	Ch. 6 - Transfer of Title CT Ch. 8 - Transfer of Title
Thursday September 24, 2020	Session 6	Ch. 7 - Title Records CT Ch. 9 - Title Records
Tuesday September 29, 2020	Session 7	Ch. 8 - Real Estate Brokerage CT Ch. 1 - Real Estate Brokerage & Agency
Thursday October 1, 2020	Session 8	Ch. 9 - Real Estate Agency CT Ch. 10 - Real Estate License Laws
Tuesday October 6, 2020	Session 9	Ch. 10 - Client Representation Agreements CT Ch. 2 - Listing & Buyer Agency Agreements
Thursday October 8, 2020	Session 10	Ch. 11 - Real Estate Contracts CT Ch. 7 - Real Estate Contracts
Tuesday October 13, 2020	Session 11	Ch. 12 - Real Estate Financing CT Ch. 11 - Real Estate Financing
Thursday October 15, 2020	Session 12	Ch. 13 - Government Involvement in Real Estate
Tuesday October 20, 2020	Session 13	Ch. 14 - Closing the Real Estate Transaction CT Ch. 16 - Closing the Real Estate Transaction
Thursday October 22, 2020	Session 14	Ch. 15 - Real Estate Taxes & Other Liens CT Ch. 6 - Real Estate Taxes & Other Liens
Tuesday October 27, 2020	Session 15	Ch. 16 - Real Estate Appraisal CT Ch. 13 - Real Estate Appraisal
Thursday October 29, 2020	Session 16	Ch. 17 - Leases CT Ch. 12 - Leases
Tuesday November 3, 2020	Session 17	Ch. 18 - Fair Housing CT Ch. 15 - Fair Housing
Thursday November 5, 2020	Session 18	Ch. 19 - Property Management, Math Review
Tuesday November 10, 2020	Session 19	Ch. 20 - Land-Use Controls & Property Development CT Ch. 14 - Land-Use Controls & Property Development
Thursday November 12, 2020	Session 20	Ch. 21 - Environmental Issues & the Real Estate Transaction CT Ch. 17 - Environmental Issues & the Real Estate Transaction
Thursday November 17, 2020	Session 21	<i>Review/ Make Up Session</i>
Tuesday November 19, 2020	Session 22	<i>Final Exam</i>