



REAL ESTATE PRINCIPLES & PRACTICES (P&P) Course Outline for September 2019

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, 14th Edition by Pancak
Optional: Study Guide or Questions and Answers to help you pass the course

There are (12) Mondays and (10) Wednesdays 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 Mondays and Wednesdays will be from 5:30PM – 8:30PM. All classes will be held at the Tri-County Office, 186 East Center Street in Manchester.

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:
Monday September 9, 2019	Session 1	Ch. 1 - Introduction to the Real Estate Business Ch. 2 - Real Property & the Law
Monday September 16, 2019	Session 2	Ch. 3 - Interests in Real Estate CT Ch. 3 - Interests in Real Estate
Wednesday September 18, 2019	Session 3	Ch. 4 - Forms of Real Estate Ownership CT Ch. 4 - Forms of Real Estate Ownership
Monday September 23, 2019	Session 4	Ch. 5 - Land Descriptions CT Ch. 5 - Land Descriptions
Wednesday September 25, 2019	Session 5	Ch. 6 - Transfer of Title CT Ch. 8 - Transfer of Title
Monday September 30, 2019	Session 6	Ch. 7 - Title Records CT Ch. 9 - Title Records
Wednesday October 2, 2019	Session 7	Ch. 8 - Real Estate Brokerage CT Ch. 1 - Real Estate Brokerage & Agency
Monday October 7, 2019	Session 8	Ch. 9 - Real Estate Agency CT Ch. 10 - Real Estate License Laws
Wednesday October 9, 2019	Session 9	Ch. 10 - Client Representation Agreements CT Ch. 2 - Listing & Buyer Agency Agreements
Monday October 14, 2019	Session 10	Ch. 11 - Real Estate Contracts CT Ch. 7 - Real Estate Contracts
Wednesday October 16, 2019	Session 11	Ch. 12 - Real Estate Financing CT Ch. 11 - Real Estate Financing
Monday October 21, 2019	Session 12	Ch. 13 - Government Involvement in Real Estate
Wednesday October 23, 2019	Session 13	Ch. 14 - Closing the Real Estate Transaction CT Ch. 16 - Closing the Real Estate Transaction
Monday October 28, 2019	Session 14	Ch. 15 - Real Estate Taxes & Other Liens CT Ch. 6 - Real Estate Taxes & Other Liens
Wednesday October 30, 2019	Session 15	Ch. 16 - Real Estate Appraisal CT Ch. 13 - Real Estate Appraisal
Monday November 4, 2019	Session 16	Ch. 17 - Leases CT Ch. 12 - Leases
Wednesday November 6, 2019	Session 17	Ch. 18 - Fair Housing CT Ch. 15 - Fair Housing
Monday November 11, 2019	Session 18	Ch. 19 - Property Management, Math Review
Wednesday November 13, 2019	Session 19	Ch. 20 - Land-Use Controls & Property Development CT Ch. 14 - Land-Use Controls & Property Development
Monday November 18, 2019	Session 20	Ch. 21 - Environmental Issues & the Real Estate Transaction CT Ch. 17 - Environmental Issues & the Real Estate Transaction
Wednesday November 20, 2019	Session 21	<i>Review/ Make Up Session</i>
Monday November 25, 2019	Session 22	<i>Final Exam</i>