

**REAL ESTATE PRACTICE- R.E. 13 (3 units)**

Day: Thursday  
 Time: 6:30 pm -9:40 pm  
 Instructor: Derf Fredericks (310-792-0907)

Section #3780  
 Room: Musi 203  
 Email: derf@flash.net

Date	Week	Study Guide Chapter	Topic	Huber Textbook Chapter	Week Due	Total Points	Score
9/2	1	1	Introduction & The Real Estate Industry	1	2	10	_____
9/9	2	2	Ethics, Business Practices and Planning	15	3	10	_____
			<b>Ethics Test</b>		3	25	_____
9/16	3	3	Agency and Other Disclosures	3	4	10	_____
			<b>I. Project "Disclosures"</b>		5	50	_____
9/23	4	4	Communications	5	5	10	_____
9/30	5	5	Prospecting	2	6	10	_____
			<b>II. Project "Prospecting"</b>		7	50	_____
10/7	6	6	Listing Property	3/4	7	10	_____
10/14	7	7	Servicing and Marketing	5	8	10	_____
10/21	8	8	Buyers: Qualifying and Showing Property	5	9	10	_____
10/28	9	9	The Purchase Agreement	6/7	10	10	_____
			<b>III. Project "Purchase Agreement"</b>		11	50	_____
11/4	10	10	Presenting the Offer to Purchase	6/7	11	10	_____
11/11	11	11	Counter Offer, Contingencies & Multiple Offers	6/7	12	10	_____
			<b>MIDTERM (Huber Textbook Ch. 1-7)</b>		11	50	_____
11/18	12	12	Escrow and Title Insurance	9	14	10	_____
			<b>IV. Group Project "Presenting An Offer"</b>		12	25	_____
11/25	13		* * * * Thanksgiving Break * * * *				_____
12/2	14	13-14	R. E. Taxation, Exchanging & Financing	8/10/11	15	20	_____
12/9	15	15	Investment Overview and Specialized Operations	12/13/14	16	10	_____
12/16	16		<b>FINAL EXAMINATION (Huber Textbook Ch. 1-15)</b>			100	_____
<b>Total Points</b>						<b>500</b>	_____

All late work, if accepted, will count at the rate of 50% of original points. Mark your study guide questions first, then put your answers on a clean scantron (Form 882) with a #2 pencil.

A= 100%-90%	B= 89%-80%	C= 79%-70%	D= 69%-60%	F= Below 60%
-------------	------------	------------	------------	--------------