

SLC Classroom Schedule

Class time: 9:00 am to 4:00 pm

Lunch 12:00 pm to 1:00 pm

Day 1

Welcome

Introductions

Orientation to Material

Unit 1 Session 1 A Career in Real Estate

Unit 1 Session 1 Mini-Review and Active Learning

Day 2

Unit 1 Session 2 Professional Associations and Regulatory Controls

Real Estate Trading Act

NSREC Bylaw

Unit 2 Session 1 Market Dynamics

Day 3

Unit 1 Session 2 Mini-Review and Active Learning

Unit 2 Session 1 Mini-Review and Active Learning

Unit 2 Session 2 Market Value

Strategic Thinking exercises

Unit 2 Session 2 Mini-Review and Active Learning

Unit Evaluation

Day 4

Unit 3 Session 1 Real Estate Ownership

Review Session 1

Unit 3 Session 2 Planning, Land Use and Taxation

Review Session 2

Day 5

Unit 3 Session 3 Real Estate Trading
Review Session 3

Unit 3 Session 4 Other Provincial and Federal Legislation
Review Session 4

Day 6

Unit 10 Session 4 Tenancy Agreement
Review Session 4

Unit 4 Session 2 Basics of Contract Law
Review Session 2

Day 7

Unit 4 Session 1 Agency Relationships and Disclosures

Unit 4 Session 2 Basics of Contract Law (Clause Writing)
Clause writing case studies
Review Session 2

Day 8

Unit 4 Session 1 Agency Relationships and Disclosures
Review Session 1

Unit 10 Session 3 Condominium Resale Agreement
Review Session 3

Day 9

Unit 5 Session 1 Mortgages

Unit 5 Session 2 Mortgage Financing & the Closing Process

Day 10

Unit 5 Session 2 Mortgage Financing & the Closing Process (continued)

Unit 5 Sessions 1 & 2 Mini-Review and Active Learning

Unit 6 Session 1 The Appraisal Process

Unit 6 Session 1 Mini-Review and Active Learning

Day 11

Unit 6 Session 2 Direct Comparison Approach

CMA – Role playing exercise

Unit 6 Session 3 Cost and Income Approaches

Unit 6 Sessions 2 & 3 Mini-Review and Active Learning

Day 12

Unit 7 Session 1 House Construction

Unit 7 Session 2 New Houses

Unit 7 Sessions 1 & 2 Mini-Review and Active Learning

Day 13

Unit 8 Session 1 Standards, Trade Practices and Discipline

NSREC Bylaw – Part 7

NSREC Address

Day 14

Recap of NSREC address

Unit 8 Session 1 Mini-Review and Active Learning

Unit 8 Session 2 Risk Management and Professionalism

Case Study Group Exercise: *“Are they Legal or Are they Ethical?”*

Unit 8 Session 2 Mini-Review and Active Learning

Day 15

- Unit 9 Session 1** Working with a REALTOR® Role Playing Exercises - Seller
Seller Representation and the Listing Process
Seller Brokerage Agreement
Designated Seller Brokerage Agreement
Transaction Brokerage Agreement
- Unit 9 Session 1** Mini-Review and Active Learning
SLC Forms Case Study Part 1 - Listing
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Day 16

- Review - SLC Forms Case Study Part 1 - Listing
- Unit 9 Session 2** Buyer Representation and Negotiations
Working with a REALTOR® Role Playing Exercises - Buyer
Buyer Brokerage Agreement
Designated Buyer Brokerage Agreement
Buyer/Customer Status Agreement
Fee Agreement and Seller/Customer Status Agreement
- Unit 9 Session 2** Mini-Review and Active Learning
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Day 17

- Unit 10 Session 1** Drafting the Residential Resale Agreement
Agreement of Purchase and Sale Part 1: Common Clauses
Agreement of Purchase and Sale Part 2: Residential Schedule
- Unit 10 Session 1** Mini-Review and Active Learning
- Unit 10 Session 2** Conditional Offers and Selected Forms
Amendment to the Agreement of Purchase and Sale

Counter Offer

SLC Forms Case Study Part 2 – Purchase and Sale

Day 18

Review - SLC Forms Case Study Part 2 – Purchase and Sale

Unit 10 Session 2 Mini-Review and Active Learning

Day 19

In the Heat of Battle: Role playing / scenario exercises

Day 20

Course Review