



THE LEARNING SOURCE  
EDUCATION FOR THE NEW ECONOMY

---

# Real **Estate**

CURRICULUM

2024

**The Real Estate course by The Learning Source consists of 192 hours of instruction, including:**

**96 Hours: In-person or live online classes**

**96 Hours: To class preparation. (Homework)**

The course is designed to support students who have been away from an academic environment for a while, enabling them to progress at a comfortable pace, ask questions, and learn the correct pronunciation of vocabulary in a positive, low-stress, and supportive atmosphere.

The aim of the course is to provide students with a comprehensive understanding of the steps involved in successful real estate transactions, as well as to familiarize them with the responsibilities of the key participants and consultants in such transactions.

The following details the various activities to be assessed throughout the course, based on the program's modules.

# Real Estate

S  
T  
R  
U  
C  
T  
U  
R  
E

- Module 01.  
**Real Estate Principles**
- Module 02.  
**Real Estate Practice**
- Module 03.  
**Real Estate  
Property Management**

# CURRICULUM

## Real Estate

### Module

# 01

## Real Estate Principles

- Case Study Analysis on Property Transfers (Activity 1)
- Landlord-Tenant Relationship Simulation (Activity 2)
- Analysis of Purchase Contracts (Activity 3)
- Presentations on the Importance of Title Insurance (Activity 4)

### Module

# 02

## Real Estate Practice

- Disclosures and Form Utilization Exercise (Activity 1)
- Comparative Market Analysis Presentation (Activity 2)
- Negotiation and Agreement Role-Play (Activity 3)
- Case Study on Disclosure Requirements (Activity 4)

# CURRICULUM

## Real Estate

Module

**03**

### Property Management

- Analysis of Residential and Commercial Lease Contracts (Activity 1)
- Development of Rental Policies (Activity 2)
- Conflict Resolution Simulation in Leasing (Activity 3)
- Property Inspection Planning (Activity 4)

# CURRICULUM

Students participating in The Learning Source, LLC's Real Estate Course will acquire a comprehensive understanding of the intricacies of the real estate industry.

In addition to the module-specific assessment activities, the program incorporates a series of quizzes throughout its duration. These quizzes are designed to complement the students' education and help them achieve the program's objectives. The quizzes are structured around the three different modules as follows:



**15 Quizzes**

Real Estate  
Principles

Real Estate  
Practice

**13 Quizzes**



**15 Quizzes**

Real Estate  
Property  
Management



**These quizzes** provide students with continuous opportunities to reinforce their understanding of key concepts and apply the knowledge gained in practical scenarios. The aim is to encourage comprehensive learning and the acquisition of practical skills relevant to the dynamic field of real estate management.

# HOLIDAYS 2023-2024

Below, the holidays of 2023 and 2024 are presented, times when classes and work activities are temporarily suspended to commemorate events of historical, cultural, and national significance in the United States.

## 2023

Date	Celebration/Holiday
Monday, January 2	<b>New Year's Day</b>
Monday, January 16	<b>Martin Luther King, Jr. Day</b>
Friday, January 20	<b>United States Presidential Inauguration Day</b>
Monday, February 20	<b>Presidents' Day</b>
Monday, May 29	<b>Memorial Day</b>
Monday, June 19	<b>Juneteenth National Independence Day</b>
Tuesday, July 4	<b>Independence Day</b>
Monday, September 4	<b>Labor day</b>
Monday, October 9	<b>Columbus Day</b>
Friday, November 10	<b>Veterans Day</b>
Thursday, November 23	<b>Thanksgiving Day</b>
Monday, December 25	<b>Christmas Day</b>

## 2024

Date	Celebration/Holiday
Monday, January 1	<b>New Year's Day</b>
Monday, January 15	<b>Martin Luther King, Jr. Day</b>
Monday, February 19	<b>Presidents' Day</b>
Monday, May 27	<b>Memorial Day</b>
Wednesday, June 19	<b>Juneteenth National Independence Day</b>
Thursday, July 4	<b>Independence Day</b>
Monday, September 2	<b>Labor Day</b>
Monday, October 14	<b>Columbus Day</b>
Monday, November 11	<b>Veterans Day</b>
Thursday, November 28	<b>Thanksgiving Day</b>
Wednesday, December 25	<b>Christmas Day</b>

**Please note;** The holidays listed may be subject to change based on the religious and cultural practices of the students.