Contact Information: Please feel free to contact me via the internet at any time. I am in my office very early in the mornings and will respond as quickly as I can. My e-mail address is Pearlberg@cororealty.com. My e-mail is forwarded to my PDA so I am never really out of touch. In addition, you may call me at my office, 404-846-4007 and for real emergencies on my cell phone, 404-372-6974.


Prerequisites: Completion of all first year courses.

Objectives:
1. To obtain an understanding of the basic fundamentals of real estate transactions, including purchase, sale, and financing. We will cover most material in the context of a residential transaction but I will interject issues as they relate to commercial transactions, where appropriate.

2. To identify legal issues associated with the negotiation for and conveyance of real property. We will discuss real estate transactions in a general sense but given real property transactions are often governed by state law I will provide references to Georgia Statutes, rules and regulations that students are accountable for learning and understanding. Most particularly, you will need to understand how and where Georgia’s statutory law differs from common law

3. To gain a sense of the lawyer’s role in real estate transactions through problem solving.

Course Assignments: The course assignments for the classes are as set forth below. This is an aggressive pace and may need to be revised throughout the semester. Students are expected to have read the material prior to class and be prepared to participate in classroom discussion on the materials. Students may skip the problems and cases not listed in the assignments for each week. In addition, there are and will be reference items posted on the web site. You are expected to read cases that are posted and be familiar with other reference materials. You may want to retrieve them during class for easier reading if you have access to the internet.

Problems, Case Presentations and Class Participation

(we will discuss this further our first night of class so that everyone has a clear understanding)

STUDENTS WILL NOT BE ALLOWED TO USE LAPTOPS DURING CLASS

Each Student will be required to present problems in class. DURING THE FIRST CLASS WE WILL ESTABLISH PRESENTATION GROUPS, EACH ASSIGNED TO A PARTICULAR CLASS. IF YOU ARE NOT PRESENT FOR THE FIRST CLASS YOU WILL HAVE TO TAKE WHATEVER DATE/GROUP I ASSIGN YOU TO. For each class those students assigned to present will determine amongst themselves how the work will be allocated. No later than noon on the day of class, each group must submit their plan for presentation so that I may incorporate it into the class time. Plans may be e-mailed.

Cases and Problems may be presented individually or as a group, but all members must participate in some manner. Cases assigned for reading in each chapter should be intertwined into the Problems, where possible; you may or may not be asked to actually present the case but regardless are accountable for rules established in the cases that are illustrated by your problem(s). STUDENTS NOT ASSIGNED TO PRESENT PROBLEMS DURING A GIVEN CLASS MAY BE CALLED UPON TO PROVIDE AN “IRAC” SUMMARY OF THE ASSIGNED CASES.
Students may incorporate any presentation tools necessary for fellow students to gain a full understanding of the concepts being presented. It is also your responsibility to get other students in the class involved in discussing your problem(s); THIS IS NOT JUST A LECTURE PRESENTATION ON YOUR PART, THINK OF YOUR FELLOW STUDENTS AS YOUR COLLEAGUES OR CLIENTS – GET THEM ENGAGED.

**Attendance:**
This is a short semester so regular attendance is required. More than one absence may result in forced withdrawal from the course or a reduction in grade.

**Grading:**
The grade will be determined based upon the student's performance on the final examination and Problem Presentations.

**Final Exam:**
The final exam will be presented in a fashion similar to the Bar Exam – you will have 25 to 30 multiple choice questions. The exam will be an in class, closed book format.

**Presentations:**
Each student may earn up to 5 points, to be added to your Final Exam Grade, for their part in the Problem Presentations and Class Participation. Fellow students and the Professor will grade each presentation based on a scale of 1 to 5 for Presentation Skills, Analytical Ability and Engaging Class Participation. EACH STUDENT NOT PRESENTING IS REQUIRED TO TURN IN GRADE SHEETS. Final Points will be determined by the Professor Failure to participate in the presentations or in the grading, may result in a deduction of up to 5 points from your Final Exam Grade.

<table>
<thead>
<tr>
<th>Class</th>
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<th>READINGS</th>
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<td>1</td>
<td>May 18, 2010</td>
<td><strong>Introduction, Chapter 1</strong></td>
<td><strong>Bohn v. Cody</strong> p. 19</td>
<td><strong>1B</strong> – presented by Professor</td>
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<td><strong>Buying a Home – on web</strong></td>
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<td>2</td>
<td>May 20, 2010</td>
<td><strong>Ch. 2 Real Estate Brokers</strong></td>
<td><strong>In re Opinion No. 26 – p. 42</strong></td>
<td><strong>2A</strong> (relate to the GAR Agreements); <strong>2B; 2C; 2D</strong></td>
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<td><strong>GAR Ethics Code – on line</strong></td>
<td><strong>Killearn Partners – web</strong></td>
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<td><strong>ABC's of Georgia Brokerage Relationships – posted on web</strong></td>
<td><strong>In re Roth – p. 55</strong></td>
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<td><strong>BRETA EXCERPTS – web</strong></td>
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<td>3</td>
<td>May 25, 2010</td>
<td><strong>Ch. 3 Preparing to Contract</strong></td>
<td><strong>GMH Assoc.</strong> p. 67</td>
<td><strong>3A; 3B; 4B; 4E, 4G</strong> note: you will need reference Florida Bar v. Belleville</td>
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<td><strong>Ch. 4 Executory Contracts</strong></td>
<td><strong>Holscher v. James</strong> – p. 90</td>
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<td><strong>GAR Contract(s) – web</strong></td>
<td><strong>Florida Bar v. Belleville</strong></td>
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<td><strong>Be sure you have read and are familiar with the set up of the GAR contract(s)</strong></td>
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<td>May 27, 2010</td>
<td><strong>Ch. 5 Condition of the Property</strong></td>
<td><strong>Perfect v. McAndrew</strong> – p. 105</td>
<td><strong>5A; 5C; 5D, 6A; 6D; 6E (Present In re Lanza as part of problem);</strong></td>
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<td><strong>Ch. 6 Closing the contract</strong></td>
<td><strong>Alires v. McGhee</strong> – p. 111</td>
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<td><strong>Van Camp v. Bradford</strong> – p. 127</td>
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<td><strong>Embassy Group v. Hatch</strong> – p. 146</td>
<td><strong>Scully v. 1st Magnolia</strong> – on web</td>
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<td>June 1, 2010</td>
<td><strong>Ch. 7 Contract Remedies –</strong></td>
<td><strong>Uzan v. 845</strong> – p. 159</td>
<td><strong>7A; 7C; 7D; Be prepared to present assigned cases as part of your presentation</strong></td>
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<td><strong>Cox v. RKA</strong> – p. 166</td>
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<td><strong>8A; 8D; 8F; 8L;</strong></td>
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<td><strong>Booker T. Washington</strong> – p. 197</td>
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How to read a survey – posted on web  
ALTA minimum standards – disk in book  
Ch. 10 Public Records | Walters v. Tucker p. 222  
McGhee v. Young – p. 227  
Blumberg – web  
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Chergosky v. Crosstown Bell, Inc. – p. 257  
Smith v. Laymon – posted on web | 9C; 9L Present Walters & McGhee holdings; explain GA. Law based on the cases on the web; 10A; 10D; 10F; |
| June 10, 2010 | Ch. 11 Title Products – Review Title Insurance Commitment and Owner’s Title Policy on disk in book | North Bay – p. 272  
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