Buying and Selling Real Estate

This is a one-credit course taught in grades 10-12. Students will learn aspects of buying, selling, and financing land, real property, and real estate; the listing of client’s property; developing client relationships; following procedures for renting, leasing, and selling real estate; understanding contract terminology, staging of real estate; and showing property to clients. Laboratory experiences are an integral part of this course and may include field trips, job shadowing, internships, etc. Introduction to Real Estate Sales is a required prerequisite to this course.

Family, Career and Community Leaders of America (FCCLA), an integral part of the curriculum, provides opportunities to apply instructional competencies and workplace readiness skills, enhances leadership development skills, and provides opportunities for community service.

Financing

Students will:

1. Understand basic concepts and terminology associated with buying and selling real estate, e.g., equity; loan-to-value ratio; term and payment; principal and interest; direct and indirect costs such as points and discounts; and return on investment/rate or return.

2. Analyze the types of financing used in buying real estate such as Amortized Loan, Interest Only Loan, ARM Loan, Construction Loan, and Home Equity Loan.

3. Compare methods of financing real estate such as government programs, (e.g., FHA, VA); Conventional, Owner-financed and Land contract.

4. Contrast mortgages, trust deeds, and promissory notes as financing instruments.

5. Calculate real estate costs and fees such as compensation, commission, and fees; valuation/market sale price and yields; net to seller, cost to buyer (credit and debits); tax and other prorations; amortization; points; prepayment penalties, loan-to-value rations; measurements (e.g., square footage, acreage, volume) and property management/investment (e.g., rate of return).

6. Demonstrate the types and methods of financing used to purchase and finance land, personal property, real property and real estate.

7. Produce a presentation on the government’s oversight of real estate financing.

Contracts

8. Complete applicable contracts, agreements, and forms for a real estate purchase.

9. Determine the laws that govern the real estate industry and the importance of compliance for a real estate agency or brokerage company.

10. Analyze clauses and contingencies made in land, real property, and real estate contract negotiations.
**Sales Process**

11. Analyze state rules and regulations with selling and buying real estate including the importance of complying with the fair housing laws, anti-trust, Do Not Call, and Can Spam.

12. Demonstrate the sales process from the beginning through closing.

**Serving Sellers**

13. Investigate what sellers want from the real estate agent such as finding a buyer and selling the real estate within a specific time frame, pricing the real estate competitively, home repairs or restorations to increase selling value, assisting with paperwork and inspections, negotiating a deal with buyers, and preparing for the settlement.

14. Analyze strategies that may be used to assist the seller in moving past the emotional attachment and stress of selling the home so logical decisions are made based on the facts and market value.

15. Determine the tasks associated with an agent’s preparation for a listing while simultaneously preparing a listing presentation.

16. Select strategies to use when addressing concerns of the listing client such as possible issues that may come up and threaten the sale or closing, what the agent can and cannot control, and the importance of offering a listing agreement warranty to the client.

17. Research the agent’s responsibilities after a listing agreement has been signed.

18. Plan and conduct an open house, utilizing staging techniques to change perceptions of a home by prospective buyers.

**Serving Buyers**

19. Demonstrate the buyer’s needs from the agent such as assistance with price negotiations, paperwork, researching the selling price for comparable homes, the price range the client can afford to spend, and finding and arranging financing.

20. Explain the importance of sharing with buyer clients problems that might be encountered, how they are usually resolved, and the agent’s role in the process.

21. Role play the process of showing properties, interviewing the buyer before property showings, and obtaining necessary information from the buyer before formulating a purchase offer for a property.

**After the Listing Agreement**

22. Describe the agent’s responsibilities in coordinating the buyer’s professional home inspection with the seller.

23. Explain how to negotiate payment and oversee completing all required repairs on the seller’s behalf if needed.
24. Discuss the agent’s responsibilities in closing preparations, the actual closing, and tracking the loan process after the signing of a listing agreement.

25. Explain the importance for agent follow up after the closing to attempt to clarify and resolve conflicts of a dissatisfied buyer.