



## Real Estate 101 Course Syllabus

**Summary:** *Introductory and Advanced concepts. Everything you wanted to know about getting started investing in Real Estate or just knowing the ins and outs. This course covers terms, terminology, history, practice, practical information and minor strategy. Non-accredited; no credits; no certificate; just practical and usable information. The advanced course, 201, goes into so much more ... analysis, problem-solving, real world concepts and applications.*

### Modules

1. Glossary; Terms and vocabulary.
2. Introduction to Real Estate in Georgia
  - a. What constitutes Real Estate and what does not.
  - b. What is an improvement – what is not.
  - c. Various interests in Real Estate: Bundle of Sticks analogy
3. Structure of a Purchase and Sale/Transaction
4. Document Review
  - a. Contracts
  - b. Exhibits
  - c. Assignments
  - d. Amendments
  - e. HUD
  - f. CD
  - g. Terminations
5. Earnest Money
6. Capacity and Authority – how documents should be signed.
7. Rules of signing documents
8. Entities: Companies, Corporations and Trusts
9. Powers of Attorney
10. Personally Purchasing Real Estate
11. Personally Selling Real Estate
12. Contracts 101
13. Addendums and Modifications to Contracts
14. Assignments
15. Double-Closing and Flipping
16. Fix and Flip
17. Funding your investment
  - a. Conventional vs Hard Money loans
  - b. Creative financing
18. The basics of Due Diligence