



Class Title: ORANGE Real Estate

Teacher Name: Ashley Etheredge

Class Day: Monday

Class Max: 13

Class Cost:\$103

Ages or color group served: Red

What level is this class: Level 3

Prerequisites: N/A

Graduation Requirements: N/A

Homework Requirements: I will assign the students work to return every Monday.

Class Description:

Real estate class. Learn all the ins and outs of real estate we will focus briefly on math formulas. However since becoming an agent the math is one thing we rarely use on a day to day basis. So we will focus on negotiation skills, problem solving skills, and learning about the importance of credit when purchasing a home.

Week 1:

Introducing real estate math

Week 2:

Going over real estate math formulas

Week 3:

Scenarios using real estate math

Week 4:

Lending learning about the different types of loans

Week 5:



Hopefully I can get one of my lender partners to come speak about lending grants etc.

Week 6:

Negotiation skills seller side

Week 7:

Negotiation skills buyer's side. I will pair the students up as buyers and sellers and go through scenarios.

Week 8:

Problem solving discussing the many problems that may arrive during a real estate transaction

Week 9:

All about equity. Discussing what you can do with equity in your home.

Week 10:

Credit. Discussing credit scores and why it is important when making large purchases.

Week 11:

Different types of homes that you can purchase. Single family, mobile home, condo, townhomes. What is the makeup of each (mobile home has skirting etc) and what makes a home a condo etc.

Week 12:

I hope to have the children volunteer with Habitat for Humanity.