



GREAT NECK PUBLIC SCHOOLS

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#DiscoverGreatness

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Curriculum Profile: Fundamentals of Real Estate

<u>Department</u>	Business
<u>Course Name</u>	Fundamentals of Real Estate
<u>Course Length</u>	Half Year
<u>High School Credits</u>	.5 Units of credit
<u>Description</u>	This course is designed for students who are interested in understanding the economic and behavioral aspects of Real Estate Markets. Our goal is to teach cutting-edge real estate related knowledge, and to produce future leaders in the real estate and related fields. The course helps students understand important concepts and issues for making crucial business decisions, and creating effective public policies.
<u>Target/eligible students</u>	Students Grades 9-12
<u>State Learning Standards Link(s)</u>	http://www.nysed.gov/curriculum-instruction/career-development-and-occupational-studies-cdos-standards
<u>Primary texts and materials</u>	Real Estate Principles: A Value Approach; 6th Edition By David Ling & Wayne Archer (McGraw Hill)
<u>Scope/Sequence</u>	
<u>Unit 1 - Intro. To Real Estate</u>	<ol style="list-style-type: none"> 1. Industry Overview 2. Sectors within Real Estate 3. Reasons for buying/investing in Real Estate
<u>Unit 2 -Residential Real Estate</u>	<ol style="list-style-type: none"> 1. Neighborhoods 2. Red Lining laws 3. Zoning 4. Single vs. Mutli Family
<u>Unit 3 -Real Estate Research Tools</u>	<ol style="list-style-type: none"> 1. Zillow, Realtor.com, Trulia 2. Market Comparisons 3. MLS 4. News Sources
<u>Unit 4 -Commercial Real Estate</u>	<ol style="list-style-type: none"> 1. Business Space 2. Shopping Centers 3. Section 8 housing 4. PArking Garage 5. Retail Space 6. Apartment Complex
<u>Unit 5 -Positions In Real Estate</u>	<ol style="list-style-type: none"> 1. Owner 2. Agent 3. Broker 4. Property/Project Manager

<u>Unit 6 -Laws of Real Estate</u>	<ol style="list-style-type: none"> 1. Loans 2. Lease Agreement 3. Rent 4. Mortgage
<u>Unit 7 -Construction</u>	<ol style="list-style-type: none"> 1. Development 2. Renovation 3. Labor Laws 4. Safety
<u>Unit 8 -Financing & Cash Flow</u>	<ol style="list-style-type: none"> 1. Capital 2. Rental Income 3. Return on Investment 4. Tax Laws/Writeoffs
<u>Unit 9 -Global Real Estate</u>	<ol style="list-style-type: none"> 1. International Retail 2. Air B n B 3. Culture
<u>Unit 10 -Marketing & Sales in Real Estate</u>	<ol style="list-style-type: none"> 1. Promoting Spaces 2. Cold Call 3. Email List
<u>Additional Notes</u>	