

## ***Why take a course in Real Estate?***

Whether you rent, own, or “hope to own,” real estate is a big part of your monthly budget, so it really pays to understand the basics. If you think about it, the purchase of a home is one of the largest investments you’ll ever make. Why not make an informed decision? In fact, you’ll even learn how to use real estate to help meet your financial goals. (Check out the “Investor” section below, as well as the presentation and video clip on the home page.)

***Are you currently renting?*** Learn about your legal rights & responsibilities as a tenant, and the obligations your landlord must carry out. You’ll also find out what mortgage companies look for when deciding if you qualify for a mortgage, so you’ll be fully prepared if you decide to purchase a home.

***Are you considering buying or selling a home?*** Learn about the transaction process, the contracts you’ll be signing, and the commission splits you’ll pay to the real estate salespeople involved. Understand how a CMA is different than an Appraisal – and how the CMA and the Appraisal will affect your offer price and financing terms. You’ll even learn about real estate taxes & assessments – and how to fight your township assessment when it’s out of line.

***Have you ever considered purchasing an INVESTMENT PROPERTY?*** For many people, buying an investment property is one of the best ways to meet your financial goals without having a huge amount of “capital” (money!) to work with. Learn how to tap the equity in your home to purchase an investment property. Understand the financing options out there, and the benefits and drawbacks of different types of mortgages. Learn the basics of property management, and various strategies real estate investors use to grow their portfolios. We have had literally hundreds of investors through our program who found the information (and the license!) invaluable.

INVESTOR NOTE: Check out the video on our home page to learn more about the benefits of being a \*LICENSED\* investor!

