Crunching the Number (Graduate Realtor® Institute)

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8 Hour Course Outline

COURSE DESCRIPTION:

Attendees are introduced to the HP10B from the beginning from turning on/off and programing for compounding periods and ability to determine mortgage payments, unpaid principal balances, amortization, discounting, appreciation and much more. The pace of instruction is based on attendees learning needs and no one is left behind. Attention if paid to understanding the Annual Property Operating Data form and class problems build on this foundational knowledge. Attendees will learn how to determine annual yield for even and uneven cash flows. Attendees must have access to a HP10B for instruction purposes. Attendees will experience a genuine introduction to the material with expectation of achieving some practical skills useful in everyday real estate practice. Attendees will use APODs for seller, listing and buyer brokerage. Attendees must have access to an HP10B and pass a test administered the final hour.

TEACHING TECHNIQUES:
L=Lecture, **PP=**PowerPoint slides, **V=**Video clips and **GE=**group exercises.

LL LEARNING OBJECTIVES

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1 Attendees will describe investment opportunity alternatives
1 Attendees will be made aware of basic investment market variables
1 Attendees will demonstrate basic skills with the HP10b financial calculator
2 Attendees will explain the importance of various federal tax laws impacting real estate
1 Attendees will demonstrate ability to collect data and fill in the CCIM APOD form
2 Attendees will learn how institutional investors measure risk and value
2 Attendees will learn three basic skills in measuring market or value for real estate investment
1 Attendees will demonstrate the use of the CCIM APOD sheet for taking listings, marketing, and preparation of offers to purchase for an informed real estate investor

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General Introduction: Instructor, attendees and course and GRI objectives	10 minutes
I. Introduction: Real Estate Math Module	120 minutes
II. Real Estate Investment	230 minutes
III. Comprehensive and Detailed Review: "No Realtor ® Left Behind"	60 minutes
IV. Final Exam	60 minutes

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General Introduction: Instructor, attendees and course objectives 10 minutes

I. Introduction: Real Estate Math Module 120 minutes

A. Equation in Words
B. Geometry
C. Financial Calculator Introduction: HP10B
D. Financial Keys Introduction
E. Discounting Mortgages, RECs and Deeds of Trust
F. Interest Changes with ARMs

II. Real Estate Investment 230 minutes

A. Goals, Objectives and Activities
B. Investment Real Estate
C. Nature of Investments
D. Investor Objective
E. Time Value of Money
F. Net Operating Income
G. Annual Property Data (APOD) Form
H. Investment Case Studies
    a. Owner's Statement
    b. Listing Broker's Reconstruct
    c. Buyer's Offer

I. Owner's Cash Flow Analysis (5 Years)
J. Owner's Cash Sales Worksheet (Disposition)

III. Review 60 minutes

A. Return to HP10 B in Review
B. Guestimate Worksheet for those who cannot use the HP10B
C. New Yield to Investor with a Wrap-Instrument

IV. Final Exam 60 minutes