

ACE Day 2: The Financials of Closing:

At the end of day 2, the student will be able to:

- List important terms to research and become familiar with.
- Explain to a customer the kind of risk involved in real estate investing.
- Explain FIRPTA.
- Describe Compounding Interest.
- Use a financial calculator to determine a loan payment.
- Use a financial calculator to determine Future Value.
- Explain how inflation impacts real estate investing.
- Describe how debt can be used as an investing tool.
- List pros and cons to investing in a home to live in.
- List pros and cons to renting a home.
- Explain cash flow.
- Explain Highest and Best Use as it relates to investing.
- Summarize Cap Rate.
- Explain Return on Investment.
- Briefly describe Tax advantages to a real estate investment.
- Explain the types of corporate structures and advantage of each.
- Describe challenges of working with distressed sales and how to overcome those hurdles.
- List Dos and Don'ts when communicating with your customer when involved in a distressed sale.
- Describe some risks when working with distressed properties.
- Describe the various Negotiating Strategies.