



## AOBT Real Estate Project CLIENT-REALTOR CONSULTATIONS 2012-13



### **\*1st Consultation: Client Introductions - Tues. 12/11 Tues. 11:45 - 1:15 pm**

This is a **face-to-face** meeting at Clairemont High. Realtors (students) will meet clients (business volunteers) for the first time. They will obtain contact information and discuss what the client is looking for in their "Dream Home." \*NOTE: Real Estate Client Volunteers will meet at 11:45 am (30 minutes prior to student consultation) for a brief orientation with project instructors.

### **\*2nd Consultation: Loan Pre-Qualification - Mon. December 17**

This is a communication via **e-mail**. Realtors (students) will e-mail clients (business volunteers) a Pre-Qualification Home Loan Approval Letter, indicating the max price that clients can spend on their home. Clients will reply and confirm how much they are willing to spend.

### **\*3rd Consultation: 10 Potential Properties - Thur. December 20**

This is a communication via **e-mail**. The date above is the deadline for realtors (students) to send their clients (business volunteers) Ten Potential Properties that they have found, based on clients desires and loan pre-qualification info. Students will e-mail clients a spreadsheet analysis of the options for clients to consider. Clients will eventually be asked to pick their top three properties from this list.

### **\*4th Consultation: Top 5 Property Choices - Monday January 7**

This is a communication via **e-mail**. Realtors (students) will check in with clients to pinpoint the client's top five property choices from the original ten potential properties that were emailed in December.

### **\*5th Consultation: Virtual Home Tour - Fri. January 11, 1:10 – 2:15 pm**

This is a face-to-face meeting at Clairemont High. Real Estate Clients (business volunteers) will meet with realtors (students) on campus for a prepared Virtual Home Tour (online tour) of their top five home options.

### **\*Final Consultation: Making an Offer / Presentations - Thur., Jan 24, 12:00 - 2:15 pm**

This is a face-to-face meeting and final project event at the Clairemont High School Library. As a culminating activity to the AOBT Real Estate Project, all student "realtors" will do a formal presentation to their clients about the process they underwent: the home search, loan approval, budget, and final home selection. Students will present to their clients about the three best homes & surrounding neighborhoods that they recommend making an offer on. Clients will watch and assess the presentations, using a metric form to grade each team (this presentation counts as students' semester midterm exam) and then tell their realtors which home they want to "make the offer" on.