

## You Mean Real Estate Contracts Must be Written?

The course will focus on contracts and addenda relating to residential property. This will be a basics course and will begin with offer and acceptance and basic contract formation. This course is essential and relevant to real estate license holders as it explores the most frequently used contract in Texas real estate transactions: the TREC one-to-four family residential resale contract. License holders will learn how to advise clients to complete the contract allowing for the most protection for the client as well as the agent. Real estate agents will be able to apply the knowledge they learn from this course directly to their real estate business when explaining the contract, its parameters, and its intent to clients.

### **Timed outline:**

The contract: 50 minutes

- Overview of the TREC one-to-four resale contract.
- Overview of TREC Addendums

Contract preparation: 50 minutes

- Hands on activity: How to prepare a carefully written offer, be strategic AND make sure to ask for everything your client wants and needs from the very beginning to write into in the offer.
- Know how to objectively review an offer when received. Learn how to keep your sellers as safe as possible.
- Learn the importance of updating the contract when circumstances may change.

Contract protection: 50 minutes

- Risk management – contract risk and errors
- How we can protect ourselves as the Real estate agent in all our contracts.
- Q&A and Summary