

The Closing, The Real Estate Contract & The Documents: Lesson 10

The Closing

The various parts of the real estate contract are explored in this lesson. An overview of the entire closing process is explored including these subjects: offers, counter-offers, acceptance, and house inspections and

The Real Estate Contract

This lesson will explore contracts and forms related to real estate transactions. Special emphasis is placed on the required elements of a binding contract, agency relationships, disclosure requirements, addenda/contingencies, and closings. All the elements of a real estate transaction must be accurate and properly executed for the contract to be binding. A real estate entrepreneur needs to have a working understanding of the contractual transaction.

The Documents

This lesson will help the student understand and easily navigate each section of a standard real estate contract or other closing documents.

Credit Hours: 37.5