

## **REAL ESTATE DECISION MAKING**

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Welcome to Real Estate Decision Making. My name is Greg Smersh. And I've spent much of my career in real estate.

Now, a lot of people think that a career in real estate involves sales. But actually, that's a very small percentage of the industry. For example, my background is in building construction. That was my undergrad degree. And I started out working for a developer, building hospitals and shopping centers.

Let's face it. Real estate decisions are some of the most important decisions that people make. For most people, buying a house is the single largest financial transaction of their lives, and all of the decisions that go along with it. What is the best location? What sort of financing options are available?

Being an online course makes things a little bit different than a live, in-class course. But I've organized this course in a very modular format. Each module will be pretty much the same. There will be a number of different lecture presentations. There will be a discussion activity. There will be a vocabulary quiz. And then there will be an end-of-module test.

My teaching style, if you will, is to give students as many real world examples as possible. And as we go through this course, hopefully, at the end of the class, you will have a solid understanding of some of the legal ramifications of owning real estate. You'll have a better understanding of financing, taking out a mortgage, what to do, what not to do. And you'll have a better understanding of real estate as an investment, which is a great way for a lot of people to build wealth.

So as we move through this class, I would ask you to consider, how can I use this information? How might it be beneficial to me later in life? If you have any questions, you can always reach me via email.

I've found real estate to be a fascinating subject. I love teaching this class. And I hope you enjoy it as much as I do.