

Collin College - Continuing Education COURSE SYLLABUS

COURSE INFORMATION

Course Number: REAL 7690

Course Title: Home Staging

Course Description: Designed for the home owner or the professional real estate agent to prepare a home for resale. Learn the benefits of home staging and how staging a property for resale can help you achieve a faster sales time and top dollar.

Suggested Course Prerequisite(s): None

Course Resources: This textbook is optional. (Optional textbook are not carried by the school bookstore. Available through Amazon or other providers.)
Do Your Own Home Staging by Tina Parker
ISBN: 978-1551808383

Student Learning Outcomes:

1. To educate students on the benefits of home staging
2. To give students an understanding of what home staging is and why it's important for selling a home
3. To help students learn techniques on how to stage their home through lecture, examples and case study and a course text (TBD)
4. To learn that staging is a powerful marketing tool for realtors and sellers alike
5. To have staging be seen as an industry standard for real estate professionals and home sellers

Certification Notes: N/A

Next course recommendation: Flipping Texas

Refund Policy: Please refer to www.collin.edu/ce/inforegistrar.html for our refund policy. No refunds after the start time of the first class.

Americans with Disabilities Act: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal opportunity. It is the student's responsibility to contact the ACCESS office, SCC-D140 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

Course Sessions: Listed are guidelines to indicate all topics that will be covered during your course. Do not plan your personal calendar based on these sessions. Your instructor will give you a calendar for your class that will indicate specific topics, assignments, and days.

Lesson Plan – by week or session:

Session 1: Introduction. What is Home Staging?
Why Stage?
Does Staging work?
Real Estate Merchandising

Buyer Psychology
How to Stage

Session 2: The Virtual Buyer
Tips and Tricks
Vacant and Investment Properties
Overview

Method of Evaluation: Unless otherwise stated, course completion is evaluated on the basis of attendance. Students must be in attendance 90% of each course in a certificate series for successful completion and to earn a certificate as specified.