LANDU Course Descriptions

2017

ADVANCED TAX DEFERRED 1031 EXCHANGES
Explores advanced issues commonly encountered in 1031 exchanges. Although this course presumes knowledge of the basics of a 1031 exchange, it includes a review of basic concepts. (8 contact hours)

AGRICULTURAL LAND BROKERAGE & MARKETING
Covers market forces impacting the value of agricultural land; the importance of soils highest and best use of the land; how to analyze the income potential of agricultural land and how to market properties. (16 contact hours)

REAL ESTATE AUCTIONS
Provides an overview of the auction method of marketing real estate. Areas covered are the growth and new image of the auction industry’s niche, how auction firms work with sellers in marketing and selling property at auctions, and how those on the sell or the buy side can partner with auction firms. (8 contact hours)

THE BASICS OF EMINENT DOMAIN LAW
Provides participants with a thorough analysis of the historical development of eminent domain law in the United States. (8 contact hours)

MASTERING REAL ESTATE NEGOTIATION SKILLS
Covers concepts and theories of the psychology of bargainining and negotiation to “land the deal.” Strategies, planning, ethics, finding and using negotiation power, effective communication, cross-cultural negotiations, and best practices are explored. (16 contact hours)

GOOGLE EARTH MAPPING FOR REAL ESTATE
Focuses on using Google Earth to visualize land development projects. Covers how to create personalized projects in Google Earth, symbolize the properties, add text, attach files, photos, video, and how to overlay existing project files over the Google Earth terrain will be discussed. (16 contact hours)

INTERNATIONAL ASPECTS OF REAL ESTATE
Prepares real estate professionals to work with and provides guidance to buyers, sellers, and investors. Purchasing in an unfamiliar market can be daunting, whether investing internationally, seeking vacation property, or a first generation immigrant living in the U.S. (16 contact hours)

INTRODUCTION TO LAND VALUATION
Explores the fundamentals of land valuation and provides the skillset to understand valuations. Learn how to effectively use soil surveys, GIS, and spreadsheets to calculate agricultural land values. Covers implementation of the agricultural and valuation process. (16 contact hours)

LAND 101: FUNDAMENTALS OF LAND BROKERAGE*
An ALC required course. This is an introduction to the land specialty. Aspiring land professionals learn the basics of land brokerage, including the various types of land; the land brokerage process; and the 1031 tax-deferred exchange process. (16 contact hours)

LAND INVESTMENT ANALYSIS*
An ALC required course. Learn to determine relevant cash flows for origination operation and liquidation. Other topics covered are time value of money techniques to analyze cash flows, traditional indicators for investment analysis, and alternative investment analysis as a way to select the two most appropriate acquisition techniques. (24 contact hours)

LEGAL ASPECTS OF REAL ESTATE
Focuses on laws governing real property rights and interests. Other topics will include: legal elements of real property; laws/methods used in recording instruments; transference of title; rights associated with real estate ownership; restrictions on land use; the closing process; and environmental concerns. (16 contact hours)

MARKETING STRATEGIES FOR REAL ESTATE PROS
Provides marketing tactics to create a competitive advantage for businesses. Covers defining business goals, identifying opportunities, creating a brand, and developing a marketing plan. Think like a marketing expert. (16 contact hours)

MINERAL, OIL, AND PROPERTY RIGHTS
Covers the historical basis of wealth related to minerals, types of ownership, types of conveyances and title transfers, curing land titles and the oil and gas lease, pooling, exploration and drilling, fracking, and the state and federal laws governing oil and gas ownership and development. (16 contact hours)

SITE SELECTION
Investigates economic trends, growth trends and projecting demand. Learn to utilize the knowledge and practical resources offered to evaluate the possibilities offered by a specific parcel of land and the process of market analysis, political and legal analysis, site analysis, and financial analysis. (16 contact hours)

STRATEGIC PLANNING FOR YOUR RE BUSINESS
Effective strategizing skills are highly valued in leaders—and they are essential to success. The ability to develop operational business strategies, and then take those business strategies from plan to action, sets true leaders apart. Acquire the skills to build a professional or business strategic plan, for the next year, five years, or twenty years, and be more successful. (16 contact hours)

TAX DEFERRED 1031 EXCHANGES*
An ALC required course. Explores how property can be sold and a replacement property purchased without incurring any federal income taxes on the sale. Learn to easily recognize exchange situations and explain to clients the tax-saving benefits of the 1031 exchange. (16 contact hours)

TIMBERLAND REAL ESTATE
Provides an awareness of what makes a good timberland investment and how to evaluate it for current and future use. Looks at factors affecting timberland values, measurements, timber inventory, valuing pre-merchantable pine plantations, marketing timber, reforestation, and timber as an investment. (16 contact hours)

TRANSITIONAL LAND REAL ESTATE TRANSACTIONS
Agricultural land is being adapted for recreational uses and urban brownfields are being converted into commercial and residential uses. Analyze options and determine the optimum use of a property by understanding the financial aspects, physical considerations, and governmental, legal and economic factors that impact land in transition. (16 contact hours)

REAL ESTATE MAPPING TECHNOLOGIES & TECHNIQUES
Covers the basics of land navigation and how to use technology including compasses, GPS, and the latest mapping software to help grow businesses and meet client needs. Provides relevant navigational insights and skills to effectively locate, traverse, list, and market land parcels. (16 contact hours)

*These courses are required for the ALC Designation and fulfill 56 hours of the 104-hour ALC Education Requirement. This schedule is subject to change and other events will be posted on the website throughout the year. All online courses are no-travel and can be completed in full remotely. Please see Course Schedule on reverse side. For more information, contact the Institute at 800.441.5263 or rli@realtors.org