

Going Green In Real Estate
3hrs Elective CE Credit (ENV 1220)

Educates agents on the issues, challenges and opportunities involved in the rapidly growing niche of Green real estate. Some of the learning objectives are for agents to be able to demonstrate the concepts of the Green Real Estate paradigm and utilize its terminology correctly in serving sellers and buyers in this special segment of the market; recognize and respond to differing concerns, priorities and motivations of differently motivate Green-generation real estate consumers; adapt listing presentations and buyer-counseling sessions to address concerns and priorities of different Green real estate consumers; Inform customers and clients of the significance of LEED, Energy Star, HERS and other rating systems.