

Standards Correlations

Real Estate (8191)

Task	SOL Correlations
Demonstrating Personal Qualities and Abilities	
Demonstrate creativity and innovation.	<p>English: 6.1, 6.3, 6.4, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1</p> <p>Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.7, 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 8.2, 8.4, 8.6, 8.7, 8.11, 8.12, 8.17, 8.18, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, AII.9, COM.1, COM.3, COM.4, COM.5, COM.8, DM.7, DM.1*, DM.10, DM.2*, DM.3*, PS.3*, PS.4*, PS.7*, PS.9*, PS.10*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1</p>
Demonstrate critical thinking and problem solving.	<p>English: 6.1, 6.3, 6.4, 6.5, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.5, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.5, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1</p> <p>Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.10, 6.11, 7.2, 7.3, 7.8, 7.12, 7.13, 8.2, 8.4, 8.8, 8.9, 8.10, 8.11, A.8, A.9, G.1, G.13, G.14, AFDA.3, AFDA.5, AFDA.8, AII.9, AII.10, AII.11, COM.1, COM.3, COM.4, COM.5, COM.8, DM.4, DM.7, DM.1*, DM.2*, DM.3*, DM.9*, PS.9*, PS.10*</p> <p>Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1</p>
Demonstrate initiative and self-direction.	<p>English: 6.1, 6.4, 6.6, 6.7, 6.9, 7.1, 7.4, 7.6, 7.7, 7.9, 8.1, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8</p> <p>History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1</p>

Task	SOL Correlations
Demonstrate integrity.	English: 6.1, 7.1, 8.1, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1
Demonstrate work ethic.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1
Demonstrating Interpersonal Skills	
Demonstrate conflict-resolution skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.4, 8.6, 8.7, 8.9, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, VUS.1
Demonstrate listening and speaking skills.	English: 6.1, 6.2, 6.4, 6.6, 7.1, 7.2, 7.4, 7.6, 8.1, 8.2, 8.4, 8.6, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1
Demonstrate respect for diversity.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, USII.9, VUS.1, VUS.13, WG.1, WHI.1, WHII.1
Demonstrate customer service skills.	English: 6.1, 6.4, 6.7, 7.1, 7.4, 7.7, 8.1, 8.4, 8.7, 9.1, 9.5, 9.6, 10.1, 10.5, 10.6, 11.1, 11.5, 11.6, 12.1, 12.5, 12.6 History and Social Science: CE.1, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1
Collaborate with team members	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1
Demonstrating Professional Competencies	
Demonstrate big-picture thinking.	English: 6.1, 6.4, 7.1, 7.4, 8.1, 8.4, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.4, CE.12, GOVT.1, GOVT.15, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1

Task	SOL Correlations
Demonstrate career- and life-management skills.	English: 6.1, 6.7, 7.1, 7.7, 8.1, 8.7, 9.1, 9.6, 10.1, 10.6, 11.1, 11.6, 12.1, 12.6 History and Social Science: CE.1, CE.4, CE.12, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 8.4
Demonstrate continuous learning and adaptability.	English: 6.1, 6.4, 6.7, 6.9, 7.1, 7.4, 7.7, 7.9, 8.1, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.3, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: BIO.1, CH.1, LS.1, PH.1, PH.4, PS.1
Manage time and resources.	English: 6.1, 6.2, 6.4, 6.7, 6.9, 7.1, 7.2, 7.4, 7.7, 7.9, 8.1, 8.2, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 7.10, 7.11, 7.12, 7.13, 8.4, 8.11, 8.12, 8.13, 8.14, 8.17, 8.18, A.4, A.5, A.8, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, COM.1, COM.3, COM.5, COM.8
Demonstrate information-literacy skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.9, 9.2, 9.5, 9.6, 9.8, 10.2, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.8, 7.9, 8.11, 8.12, A.8, A.9, AFDA.3, AFDA.4, AFDA.6, AFDA.7, AFDA.8, DM.8, PS.1*, PS.2*, PS.3*, PS.4*, PS.7*, PS.8*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1
Demonstrate an understanding of information security.	English: 6.1, 6.2, 6.3, 6.4, 6.6, 6.7, 6.8, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.8, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.8, 8.9, 9.1, 9.2, 9.5, 9.6, 9.8, 10.1, 10.2, 10.5, 10.6, 10.8, 11.1, 11.2, 11.5, 11.6, 11.8, 12.1, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: COM.10

Task	SOL Correlations
Maintain working knowledge of current information-technology (IT) systems.	English: 6.1, 6.3, 6.4, 6.6, 6.9, 7.1, 7.3, 7.4, 7.6, 7.9, 8.1, 8.3, 8.4, 8.6, 8.9 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 7.8, COM.1, COM.2, COM.7, COM.9, COM.10, COM.11, COM.16, COM.18, PS.17 Science: BIO.1, CH.1, ES.1, PH.1
Demonstrate proficiency with technologies, tools, and machines common to a specific occupation.	History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.9, 8.4, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AII.4, AII.7, AII.9, COM.1, COM.7, COM.10, COM.11, COM.12, COM.16 Science: CH.1, ES.1, LS.1, PH.1, PS.1
Apply mathematical skills to job-specific tasks.	English: 6.4, 6.6, 6.7, 7.4, 7.6, 7.7, 8.4, 8.6, 8.7, 9.5, 9.6, 10.5, 10.6, 11.5, 11.6, 12.5, 12.6 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.5, 6.6, 6.12, 6.13, 6.14, 7.1, 7.2, 7.3, 7.4, 7.5, 7.6, 7.8, 7.9, 7.11, 7.12, 7.13, 8.4, 8.5, 8.6, 8.8, 8.9, 8.10, 8.11, 8.12, 8.13, 8.14, 8.15, 8.16, 8.17, 8.18, A.1, A.3, A.4, A.5, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AFDA.8, AII.3, AII.7, AII.9, AII.10, COM.1, COM.7 Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1
Demonstrate professionalism.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1
Demonstrate reading and writing skills.	English: 6.1, 6.6, 6.7, 7.1, 7.6, 7.7, 8.1, 8.6, 8.7, 9.1, 9.5, 9.6, 9.7, 10.1, 10.5, 10.6, 10.7, 11.1, 11.5, 11.6, 11.7, 12.1, 12.5, 12.6, 12.7 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: 6.1, PH.1, PS.1
Demonstrate workplace safety.	English: 6.4, 7.4, 8.4, 9.5, 10.5, 11.5, 12.5 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1
Examining All Aspects of an Industry	

Task	SOL Correlations
Examine aspects of planning within an industry/organization.	History and Social Science: GOVT.16
Examine aspects of management within an industry/organization.	
Examine aspects of financial responsibility within an industry/organization.	
Examine technical and production skills required of workers within an industry/organization.	
Examine principles of technology that underlie an industry/organization.	
Examine labor issues related to an industry/organization.	History and Social Science: GOVT.16
Examine community issues related to an industry/organization.	History and Social Science: GOVT.16
Examine health, safety, and environmental issues related to an industry/organization.	History and Social Science: GOVT.16
Addressing Elements of Student Life	

Task	SOL Correlations
Identify the purposes and goals of the student organization.	
Explain the benefits and responsibilities of membership in the student organization as a student and in professional/civic organizations as an adult.	
Demonstrate leadership skills through participation in student organization activities, such as meetings, programs, and projects.	
Identify Internet safety issues and procedures for complying with acceptable use standards.	
Exploring Work-Based Learning	
Identify the types of work-based learning (WBL) opportunities.	
Reflect on lessons learned during the WBL experience.	
Explore career opportunities related to the WBL experience.	
Participate in a WBL experience, when appropriate.	

Task	SOL Correlations
Describing the Economy and Impact of Real Estate	
Describe the role of real estate in American society.	English: 12.5 History and Social Science: GOVT.15
Analyze the economic relationships between the community and the real estate market.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Analyzing the Real Estate Market	
Distinguish among land, real estate, and real property.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the difference between personal property and real property, including the differences between fixtures and trade fixtures.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain why the value of real property is dynamic.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the real estate market as it is affected by supply and demand.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Exploring Property Rights	
Explain the bundle of rights.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Investigate the concept of land rights (i.e., subsurface, surface, air rights, and air lots).	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the various forms of water rights.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the four powers of government that may limit or change ownership of real estate (i.e., eminent domain, police power, taxation, and escheat).	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Distinguish among types of easements.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the use of private restrictive covenants affecting real property.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the methods by which land use is controlled.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Understanding Contracts	
Describe the creation of an express contract (both written and oral) and of an implied contract.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Distinguish between a bilateral contract and a unilateral contract.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Define the legal effects of contracts (e.g., void, voidable, and unenforceable).	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify the essential elements of a valid contract.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the term <i>statute of limitations</i> .	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe contracts used in the real estate business.	English: 12.1, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Examining Types of Mortgages and Deeds of Trust	
Distinguish among the forms of property ownership.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the methods by which a title can be transferred.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the purposes of a land survey.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the three basic types of land descriptions.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Describe land units and measurements.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Name the essential elements of a valid deed.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the terms <i>delivery</i> and <i>acceptance</i> .	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe types of deeds.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the provisions of a promissory note.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the requirements of an earnest money deposit (EMD).	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Specify the difference between <i>buying subject to</i> and <i>assuming</i> a mortgage or deed of trust.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain elements of foreclosure proceedings.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the various types of mortgages and government influence on lending.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Describe the secondary mortgage market.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the term <i>lien</i> , including at least three types of liens.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the purpose of prioritizing liens.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the two types of tax liens.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describing Leases and Real Property Management	
Illustrate at least four types of leasehold estates.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the primary types of leases.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Name the provisions of a typical property management agreement.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the duties of a property manager.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Examining Home Ownership	
Explore the characteristics of different types of property.	English: 12.3, 12.5

Task	SOL Correlations
	History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify the benefits of home ownership.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Define the types of homeowner's insurance.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explaining Real Estate Investment	
Define <i>investment property</i> .	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the advantages and disadvantages of real estate investment.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Research the process of buying an investment property.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Understanding Taxes in Real Estate	
Define terms related to real estate taxes.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Analyze changes that influence real estate taxes.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Exploring Real Estate Financing	
Explain the effect the Federal Reserve has on interest rates	English: 12.5

Task	SOL Correlations
and how that affects real estate.	History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Differentiate between primary and secondary markets.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain interest and the various methods by which interest is computed.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain discount points.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain loan origination fees and pre-payment penalties.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe various loan programs for mortgages.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Give examples of sources of real estate financing.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain different types of mortgage loans.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describing Brokerage and Agency Contract Responsibilities	
Define the common law terms of <i>agency</i> .	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Explain the differences in agent responsibilities toward a customer vs. a client.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Define <i>fiduciary relationship</i> and the duties included therein.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain how brokerage fees are determined and calculated.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify information needed on various brokerage representation agreements.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Determine the seller's net proceeds.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Determine the buyer's cost of purchase.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describing Real Estate Marketing	
Describe different types of real estate agencies.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Outline the basic principles of the Multiple Listing Service (MLS).	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Demonstrate personal marketing skills.	English: 12.1, 12.2, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Demonstrate property marketing.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Understanding Search, Examination, and Registration of Title	
Describe a title search.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Outline recording statutes.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Differentiate between actual notice and constructive notice.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the difference between standard (lender's) and extended coverage (owner's) title insurance.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Closing the Transaction	
Interpret closing disclosures.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Calculate proration items.	History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Define the term <i>escrow</i> .	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain agency compensation.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task SOL Correlations	
Appraising Residential and Income-Producing Property	
Identify the basic principles of value in the real estate market and factors that cause variation in value.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Analyze the steps taken to create a comparative market analysis (CMA) to determine property value and market price.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify the three types of depreciation.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Differentiate among cost approach to value, income approach to value, and direct sales approach to value.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Outline the appraisal process.	English: 12.3, 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Understanding the Planning Process for Residential Communities	
Define the roles of the subdivider and land developer.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Outline the planning process for developing a residential community.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Exploring Federal Legislation and Regulatory Statutes	

Task	SOL Correlations
Describe the financing legislation that affects mortgage lending.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
State the United States Internal Revenue Service (IRS) real estate reporting requirements.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe blockbusting, steering, and redlining.	English: 12.3, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the purpose and implications of fair housing laws for brokers and salespeople.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Exploring State Legislation and Regulatory Statutes	
Identify persons who are required to have real estate licenses.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
List the Virginia requirements for licensure qualification.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify areas of law that are important to real estate.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Describe the Real Estate Transaction Recovery Fund.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Explain the procedures in collecting from the Real Estate Transaction Recovery Fund.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify the penalties imposed upon a real estate salesperson through the Real Estate Transaction Recovery Fund.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explain the Virginia Residential Landlord and Tenant Act.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Compare Virginia fair housing laws to federal fair housing laws.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explaining Virginia Real Estate Board (VREB) Regulations	
Explain the purpose of the Virginia Real Estate Board (VREB).	English: 12.5 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify the make-up of the VREB.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Understanding Entrepreneurship in Real Estate	
Describe the structure of a real estate business.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify ways in which business organizations can hold ownership.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15

Task	SOL Correlations
Identify specialized resources required to establish a real estate business.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Develop a business plan for a real estate business.	English: 12.1, 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Investigating Careers in Real Estate Marketing	
Differentiate between a licensed and an unlicensed assistant.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Outline the steps required to become a real estate salesperson.	English: 12.5, 12.6, 12.7 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Explore career pathways in the real estate industry.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Research postsecondary educational opportunities related to the real estate industry.	English: 12.5, 12.8 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15
Identify potential employment barriers in the real estate industry and ways to overcome those barriers.	English: 12.5 History and Social Science: GOVT.7, GOVT.8, GOVT.9, GOVT.15