Course Title: Home Staging

Instructor: Karen Otto

Course web page: https://www.collin.edu/ce/courses/home_staging.html

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 Objectives:
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

Textbook(s): 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

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

Course Sessions: listed are a guideline 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.
Method of Evaluation: Unless otherwise stated, course completion is evaluated on the basis of attendance. Students must be in attendance 90% of the class time in order to be considered a successful completer of the course.

Students must be in attendance 90% of each course in a certificate series for successful completion and to earn a certificate as specified.

Students must complete all courses (core and no. of elective courses needed) to complete a certificate series within two years from start date of the first course taken.

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-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current Collin Student Handbook for additional information.

http://www.collin.edu/studentresources/personal/studenthandbook.aspx