

Buying and Selling Real Estate

Objectives:

By the end of this section, participants will learn why investing real estate is an asset

Time:

1 hour

Materials

1. Monopoly Game
2. Name Tags
3. Pencils
4. Envelopes
5. Flip chart(s) and Markers
6. Tables/Chairs
 - a. Table/Chair – Banker
 - b. Table for Game Board
 - c. Tables/Chairs for each team

Activity: Monopoly Game

The idea of this game is to teach participants about investing in real estate. Participants will also learn about personal cash flow management. Participants will understand how they can make rental income by buying real estate.

Prior to activity:

1. Bring name tags for all participants
2. Set up flip chart(s) and markers
3. Sharpen pencils
4. Place starting cash and game piece in envelopes for each team. Envelopes should contain
 - \$1500 in Monopoly Money (Game directions will instruct you on how to distribute money to students)
 - Game pieces (Choose a game piece for each team to move on the game Board)
5. Set up banker area: Table, Chair, and Money (See Room Set Up below)
6. Set up tables and chairs for each team (See Room Set Up below)
7. Set up table for Game Board (See Room Set Up Below)
8. Write directions for “How to Win Monopoly” in on flipchart. Please write: “The group who has the most rental property value at the end of the game wins.”
9. On another piece of flipchart paper, have the runner from each team write the name of the property that each team owns. (See the **Financial Sheet Flipchart**)

- For example, make 2 columns for each team that says: **Property Name** (students should list the properties they own in this column) and **Rent Amount** (students should list how much rent they receive if someone lands on their property)

Roles of Facilitator(s) and Volunteers

1. **Game Facilitator**- facilitates the game by instructing the groups on play
2. **Banker**- collects and distributes money; gives out property cards

Start of Activity

1. When participants arrive distribute to each team:
 - Name Tags
 - Envelopes with money and game pieces in them
2. Group participants into teams of 3 or 4 depending on number of participants.

Leader's Notes - Once you have divided participants into teams, begin the activity by doing the following:

1. Ask students: Is real estate a liability or asset? *Real estate is an asset because it puts money in your pocket through rental income.*
2. Tell students that you will test their skills in real estate investing
3. Tell students that the purpose of the game is to gain money by buying property.
4. Once they own real estate and someone lands on their property, then that person will have to pay them money just for landing on their property
5. Begin by playing the game.

Leader's Notes – Begin game by having each team pick their roles

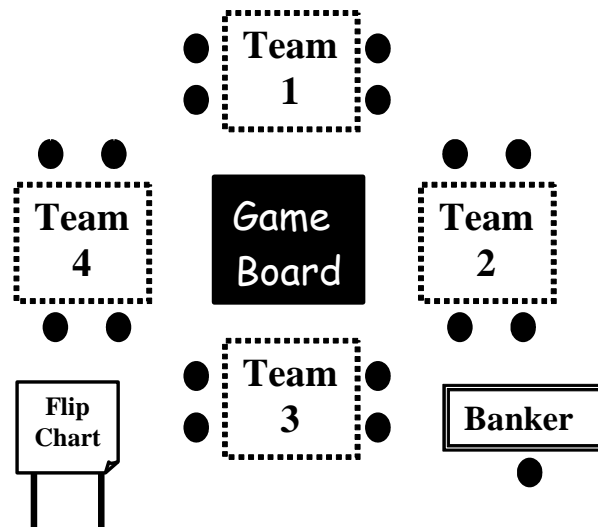
1. If a team has 4 members then assign roles A-D below. If there are 4+ members then duplicate the roles. Each team should have:
 - A. Team captain** – leader of the team; represents the team at the game board; roll the dice for the team and move playing piece on the game board (this person should get feedback from the group before making a decision)
 - B. Record Keeper** – this person keeps the rental property cards for the team
 - C. Financial Officer**- keeps the money for the team
 - D. Runner** – tells the banker how much to pay their team on paydays; collect rental payments; write the property and rental value on flipchart
2. Review Game Board and Pieces with participants (**see the Game instructions**)

Leader's Notes – Read the Monopoly Instructions before playing the game. At the end of the game, teams should add the amount of rental income and money they have. The team with most rental income and money wins the game!

Debrief the activity – Ask the group for feedback regarding:

1. What were some of the liabilities in the Monopoly Game?
2. What were some of the assets in the Monopoly game?
3. If you had money to buy something, would you buy an asset or liability?
4. Was it difficult to buy assets in the game?
5. Can you all think of assets that you can buy if you had money?

Room Setup for Monopoly Game



Note: Please place flip chart(s) so that it is visible to all teams.

Financial Sheet Flipchart

Team 1

Asset (Property Name)

Rent

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Team 2

Asset (Property Name)

Rent

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Team 3

Asset (Property Name)

Rent

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
