The Games We Play

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REEA Generally Accepted Principles of Education (G.A.P.E.)

G.A.P.E.
Category: Andragogy

- Instructors should involve learners in the learning process through planned activities
- Instructors should use a variety of teaching methods
- Instructors should teach to all participants, not just those who show interest
G.A.P.E.
Category: Teaching Aids

- Instructors should use visual imagery when possible to enhance written words
- Using games in the classroom is educational, involves all students, breaks up the lecture or discussion, group type of teaching approach, and is fun!

The Games We Play

- Real Estate Jeopardy
  - Board & PowerPoint
- Real Estate Feud
  - Board
- Password
  - Few props required
- Millionaire Real Estate Agent
  - PowerPoint
The Games We Play
Real Estate Jeopardy

- One of the best suited games to test knowledge levels concerning real estate vocabulary & terms
- Game starts at elementary levels & moves to advanced levels
- Moves quickly & involves 5-6 students at a time:
  - 3 Contestants
  - 1 Score Keeper
  - 1 Board Attendant
  - 1 Judge (optional)

The Games We Play
Real Estate Jeopardy (continued)

- Questions easily developed from definitions in text books or flash cards
- The game involves different categories, therefore, testing a broad range of knowledge
- Just a few examples are:
  - P&P  - Sales app  - Listings
  - Law  - Cost app  - Agency
  - Finance  - Income app  - Listings
  - Appraisal  - Reconciliation  - Mtg terms
  - Math  - Reports  - Contracts
**The Games We Play**  
**Real Estate Jeopardy - How to Play**

- Create a game board of at least 4 columns with category headings. Each category contains 5-6 clues in the form of an answer that relate to that category. Each clue has increasing dollar values.
- There are 3 contestants. The game begins by player 1 selecting a clue anywhere on the board. Once the question is revealed, the first person to buzz in & answer correctly gets the points.
- The response must be phrased in the form of a question.

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**The Games We Play**  
**Real Estate Jeopardy - How to Play**

- If the contestant answers correctly, they receive the points for the question & may select again until they guess incorrectly. If an incorrect answer is given, the contestant loses that number of points.
- The game may end when all the questions have been answered & the contestant with the most points wins. However, if desired, a “Final Jeopardy” question can be read to the contestants in which they have 30 seconds to write down their answer & wager with the points they have accumulated.

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**Let’s Play!**
The Games We Play

Real Estate Feud

- Involves the most students & class participation
- Best suited to test sets or steps
- Goes very quickly
- Usually played in 3 to 5 rounds

Real Estate Feud - How to Play

- Create questions that have sets of answers or steps & assign increasing points to each answer.
- Put the sets of answers on the board before each round.
- Have 2 teams consisting of multiple players up to 5 or divide the class in half.
The Games We Play
Real Estate Feud - How to Play

- The 1st player on each team is read a question & buzzes in with an answer. If the answer is on the board, that team has the option to play & try to guess the rest of the answers or pass to the other team.
- If the team chooses to play, each player on the team gets a chance to guess an answer. They accumulate points for each correct answer. If an incorrect answer is given, the other team gets a chance to steal the points away if they can come up with a correct answer.

The Games We Play
Real Estate Feud - Question Examples

- Name the elements of a valid contract
- Name the types of deeds
- Name the steps in the appraisal process
- Name the steps in the construction process
- Name the rights of the government in real estate
- Name the broad forces in real estate

Let’s Play!
What do BUYERS want most from Real Estate Professionals?

<table>
<thead>
<tr>
<th></th>
<th>Help to find the right house</th>
<th>51</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Help negotiate terms/price</td>
<td>26</td>
</tr>
<tr>
<td>3</td>
<td>Help with paperwork/contracts</td>
<td>10</td>
</tr>
</tbody>
</table>

**TIME TO PASS**

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What do Buyers want most from Real Estate Professionals?

- Help to find the right house to purchase (51)
- Help negotiating terms of sale (14)
- Help with price negotiations (12)
- Help with paperwork (10)
- Help determining what houses are selling for (6)
- Tell you how much house you can afford (4)
- Help find & arrange financing (3)
What do SELLERS want most from Real Estate Professionals?

<table>
<thead>
<tr>
<th>Rank</th>
<th>Service</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Help sell the home within specific timeframe</td>
<td>22</td>
</tr>
<tr>
<td>2</td>
<td>Help seller market home to potential buyers</td>
<td>21</td>
</tr>
<tr>
<td>3</td>
<td>Help find a buyer for the home</td>
<td>19</td>
</tr>
</tbody>
</table>

TIME TO PASS

What do Sellers want most from Real Estate Professionals?
- Help sell the home within specific timeframe (22)
- Help seller market home to potential buyers (21)
- Help find a buyer for the home (19)
- Help price home competitively (18)
- Help seller find ways to fix-up home to sell it for more (10)
- Help with negotiations & dealing with buyer (5)
- Help with paperwork/inspections/preparing for settlement (3)
- Help seller see homes available to purchase (1)
- Help create & post videos to provide tour of home (1)

Real Estate Password
The Games We Play
Real Estate Password

- Great for testing knowledge of vocabulary or concepts

- One student is given “the word or phrase” and then must give clues, definitions, or examples to the other student without using the word. A time limit is set.

The Games We Play
Real Estate Password (continued)

- Involves 2 students on each team with two teams competing against each other.

- The word or phrase can be displayed to the class out of sight of the contestants.

The Games We Play
Real Estate Password - How to Play

- Two teams consisting of two players sit facing each other.

- The “A” players on each team are shown a word (the password) which they must get the “B” player to guess by giving clues in the form of single words, or compound phrases (for real estate purposes).
The Games We Play
Real Estate Password - How to Play (continued)

➤ If the first “A” player gives a clue and the “B” player does not guess the correct password, the second “A” player tries to get their “B” player to guess the same word.

➤ The password starts with a 10 point value for whichever team guesses it correctly & with each incorrect guess, the point value decreases by 1. If the clue giver inadvertently says the password, the points are given to the opposing team.

The Games We Play
Real Estate Password - How to Play (continued)

➤ Clues are not to contain any part of the password, and pantomiming is not allowed.

➤ The team with the most points after 5 passwords are guessed move to a “lightning round” in which they try to guess 5 passwords in 60 seconds.

Let’s Play!
Millionaire Real Estate Agent

The Games We Play

Millionaire Real Estate Agent

- Format is most like a state sales exam question

- All multiple choice questions, starting with simple questions moving to more difficult questions

- Only involves one student at a time, but can be modified into teams

The Games We Play

Millionaire Real Estate Agent (continued)

- Includes the class as a lifeline and another student as a phone-a-friend

- Simple to develop using any multiple choice test questions

- Great to develop on PowerPoint or even without props
The Games We Play
Millionaire Real Estate Agent - How to Play

- Create multiple choice questions with 4 possible answers and assign an increasing point value to them as they increase in difficulty.
- Have one student assigned as a “phone a friend” lifeline for assistance, and the class for “ask the audience” lifeline for the contestant to use if they don’t know the answer.

Let’s Play!

Discussion
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