COURSE SYLLABUS

AI for Real Estate (Self-Paced)

Draft and verify market briefs, listings, client messages, CMA support and transaction timelines with an AI assistant, while every decision and every send stays with you.

Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://www.graduateschool.edu/courses/ai-for-real-estate-self-paced



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Course Outline

Module 1: Role and permitted AI uses

- Choose a task that AI can assist
- Build a verification log before prompting
- Design a human release checkpoint

Module 2: Fair Housing, advertising and MLS rules

- Use current authority without turning guidance into law
- Review people-focused claims and neighborhood language
- Inspect targeting and channel choices as well as copy
- Run an advertising review with reasoned feedback

Module 3: Client data, confidentiality and TCPA texting consent

- Minimize information before using an assistant
- Check data permissions and TCPA texting consent
- Handle an information incident without compounding it

Module 4: Prompting and source framing

- Write a source-bounded prompt
- Critique a draft independently
- Create a reusable prompt and test record

Module 5: Market and client research

- Match geography, period and measure
- Recompute claims and design an honest table
- Answer a client's market questions from monthly data
- Complete the market and client brief

Module 6: Listing copy and fact verification

- Extract facts before writing persuasive copy

- Adapt a verified listing to different channels
- Deliver the listing and marketing review package

Module 7: Client communication, buyer agreements and agency disclosure

- Draft a message for the actual transaction stage
- Explain buyer agreements and agency disclosure accurately
- Practice difficult client requests and revise with feedback
- Work a morning of client messages

Module 8: CMA support and valuation boundaries

- Audit the comparable-property dataset
- Check descriptive calculations and units
- Handle concessions, differences and missing adjustments
- Complete the CMA support package

Module 9: Transaction coordination, RESPA/TRID awareness and deadlines

- Extract deadlines without interpreting the contract
- Verify status and route suspicious payment requests
- Finish the communication and coordination pack

Module 10: Visual AI and disclosure review

- Separate presentation edits from property misrepresentation
- Review disclosures, rights and channel requirements
- Reconcile visuals with the marketing package

Module 11: Reusable AI real-estate workspace

- Assemble a portable workspace
- Retest and transfer the workspace

Module 12: Listing and advisory capstone

- Plan the integrated capstone and preserve the baseline
- Reconcile evidence and recompute dependent work
- Revise client communications and the transaction register
- Assemble the revised listing and advisory package
- Run a deliberate failure review and repair the package
- Submit the capstone and a workplace transfer plan