

Sapelo Island NERR Real Estate Training

Course Catalog

Coastal Communities 101

Course Description:

This course will demonstrate how to effectively address a client's environmental concerns, which are crucial to selling real estate in Georgia's coastal zone. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about topics such as flood insurance, community resiliency, landscaping techniques, and stormwater management concerns. These are key coastal issues which many real estate professionals should know where to find reliable resources on, in order to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify valuable, reputable resources on topics of coastal environmental issues such as flooding, flood insurance, disaster preparedness, resilient coastal landscaping and related local ordinances.
 - Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
 - Upon completion of the course, the students should be able to identify correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.
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Living with Wildlife: How to Approach Human/Wildlife-Conflict Resolutions for Homeowners

Course Description:

This course will demonstrate how to effectively address a client's wildlife concerns related to best management practices of wildlife conflict resolutions, as more people move into natural areas from outside Georgia and adjacent natural properties in Coastal Ga. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about topics such as living on a lake bank, living near the marsh, alligator and snakes concerns, nuisance wildlife, and human-wildlife conflict resolution strategies. These are key coastal homeowner issues that many real estate professionals should know where to find reliable resources on, to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify valuable, reputable resources on topics of human-wildlife conflict resolutions.
 - Upon completion of the course, the students should be able to effectively communicate the maintenance requirements of a homeowner's property to prevent wildlife issues.
 - Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
 - Upon completion of the course, the students should be able to identify the correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.
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Green Infrastructure I

Course Description:

This course will demonstrate how to effectively address a client's environmental concerns related to best management practices of nature-based solutions, which are becoming increasingly popular in Georgia's coastal zone. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about topics such as living shorelines, community/subdivision stormwater scale landscaping installations, individual homeowner/ residential site scale landscaping installations, conservation practices/ design, buffers, and reducing light pollution.

These are key coastal homeowner issues that many real estate professionals should know where to find reliable resources on, to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify valuable, reputable resources on topics of coastal environmental issues such as living shorelines, community/subdivision stormwater scale landscaping installations, individual homeowner/ residential site scale landscaping installations, conservation practices/ design, buffers, and reducing light pollution.
 - Upon completion of the course, the students should be able to identify situations that may be best suited for green infrastructure and how to advise their client on potential nature-based solutions for a home.
 - Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
 - Upon completion of the course, the students should be able to identify the correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.
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Green Infrastructure II

Course Description:

This course will continue with the previous coursework in the series and will demonstrate to effectively address a client's environmental concerns related to best management practices of nature-based solutions, which are becoming increasingly popular in Georgia's coastal zone. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about topics such as living shorelines, community/subdivision stormwater scale landscaping installations, individual homeowner/ residential site scale landscaping installations, conservation practices/ design, buffers, and reducing light pollution. This course will go into the maintenance and effective design of these structures.

These are key coastal homeowner issues that many real estate professionals should know where to find reliable resources on, to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify valuable, reputable resources on topics of coastal environmental issues such as living shorelines, community/subdivision stormwater scale landscaping installations, individual homeowner/ residential site scale landscaping installations, conservation practices/ design, buffers, and reducing light pollution.
- Upon completion of the course, the students should be able to effectively communicate the maintenance and installation process of nature-based solutions to homeowners, and be able to express realistic expectations of the success of the installation.
- Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
- Upon completion of the course, the students should be able to identify the correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.

Wetland Identification

Course Description:

This course will demonstrate how to effectively address a client's environmental concerns related to wetlands. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about wetland adjacent sites. It will specifically focus on wetland delineation and how to assist clients with permits related to wetland mitigation.

This is a key coastal homeowner issue that many real estate professionals should know where to find reliable resources on, to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify resources for wetland delineation.
 - Upon completion of the course, the students should be able to identify situations that may be best suited for mitigation vs. conservation.
 - Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
 - Upon completion of the course, the students should be able to identify the correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.
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Brownfields Assessments & Funding**Course Description:**

This course will demonstrate how to effectively address a client's environmental concerns related to brownfield assessments. It will give easy-to-access resources and tools for real estate practitioners who are selling Coastal Georgia property and who often receive questions from clients about brownfield sites. It will specifically focus on the Savannah area and the City of Savannah's Brownfield Assessment Grant opportunity and how to assist clients with applications.

This is a key coastal homeowner issue that many real estate professionals should know where to find reliable resources on, to properly advise their clients during a sale, as well as to maintain a reputation as a knowledgeable member of the community to whom new residents seek information.

Objectives:

- Upon completion of the course, the students should be able to identify resources for revitalizing properties in their communities including local funding opportunities.
- Upon completion of the course, the students should be able to identify situations that may be best suited for brownfield assessments and site redevelopment.
- Upon completion of the course, the students should be able to possess an awareness of the issues discussed and be able to correctly relate information and resources about these issues to their clients.
- Upon completion of the course, the students should be able to identify the correct contact information of subject experts, should they need to refer future clients seeking additional information on these issues.