



Short Sales & Foreclosures: What Buyer Representatives Need to Know

For many real estate professionals, short sales and foreclosures represent the new “traditional” real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are not merely good skills to have in today’s market– they are critical.

The course enables students to differentiate between short sales and foreclosures, explain the process of a successful short sale transaction, understand the processes and procedure of foreclosure and much more! Completion of this course provides required credit towards the Short Sales and Foreclosures Resource (SFR) certification.



Association of REALTORS®
School

Credits:

- Elective credit towards ABR
- Submitted—7 hours 10-12 PA Real Estate License renewal
- 7 elective hours DE Real Estate License renewal
- Required credit towards SFR Certification

ABR: Short Sales & Foreclosures

August 12, 2010 (at Springfield Country Club)

9:00 a.m.—5:00 p.m.

Tuition: \$159.00

Registration: <http://ims.suburbanwestrealtors.com>

or call 866-495-SWRA

www.realtors-school.com

ABR: Short Sales & Foreclosures Course

Fax: 610-560-4801// 100 Deerfield Lane, Suite 240, Malvern, PA 19355

Tuition: \$159.00

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