BAY EAST ASSOCIATION OF REALTORS®

Professional Development

SHORT SALE SEMINAR

HOW TO HANDLE AN UPSIDE DOWN / UNDERWATER HOME SALE

approved for 3 hours DRE consumer protection continuing education credit Sponsor #0627

Seminar Topics

... If a seller owes more than what the home is worth, which is the best way to go? Add cash? Short sale? Foreclosure? Pros & Cons of each.
....Recourse vs. Non-recourse loans….major personal liability issues
... Impact on credit scores and debt forgiveness income tax considerations
... Special disclosures to insert in the listing agreement, MLS, and purchase contract when a short sale is needed to close escrow. Negotiating strategy and tactics to successfully complete a short sale.

Date & Time: May 29 9:00 a.m. - 12:30 p.m.
Location: Bay East Conference Center, 7901 Stoneridge Dr., Pleasanton
Fees—Please Check One:

- ☐ **$45 Education Advantage**
- ☐ **$50 REALTOR® Member**
- ☐ **$90 Non-REALTOR® Member**

CLICK HERE TO ENROLL ONLINE

Dennis J. McKenzie is a real estate editor for the national textbook publisher, South-Western, and an instructor in real estate at College of the Redwoods. He was formerly senior faculty in real estate, USC College of Continuing Education. McKenzie is currently a REALTOR®, a GRI, a faculty member of the REALTORSâ Institute, and co-author of the best selling college textbooks: “California Real Estate Principles”, “Essentials of Real Estate Economics”, and “California Real Estate Finance.”

Name: _____ Member#: _____

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PAYMENT MUST ACCOMPANY REGISTRATION

Account:_____ ExpDate:_____

Verification Code (3 digit code on back of card): _____ Billing Zip Code: _____

If registering 36 hours prior to class, you will need to call Misty at 925-730-4077 to confirm registration acceptance.

Mail to BEAR, 7901 Stoneridge Dr., #150, Pleasanton, CA 94588 or Fax to (925) 730-0237

CANCELLATION/LATE POLICY: If you cannot attend a seminar for which you are registered, you may send a substitute. If you cancel your registration less than 24 hours before the workshop or are more than 15 minutes late, your registration fee will not be refunded.

Is special assistance required? If so, please describe:

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