

The Short Sale From a REALTOR®'s Perspective



This course provides the much needed information to assist the real estate agent in successfully navigating through the short sale transaction and includes:

- ◆ How to identify a short sale
 - ◆ How to prepare the necessary paperwork
 - ◆ How to work with the lender's loss mitigator
- ◆ How to bring the transaction to a successful conclusion

In real estate, a short sale is when a bank or mortgage lender agrees to discount a loan balance due to an economic hardship on the part of the mortgagor. The home owner/debtor sells the mortgaged property for less than the outstanding balance of the loan, and turns over the proceeds of the sale to the lender in full satisfaction of the debt. In such instances, the lender would have the right to approve or disapprove of a proposed sale. (Source: Wikipedia)

Friday, March 23, 2012
MCAR Tinton Falls Office
09:00 am - 01:00 pm
Cost: \$10.00
Instructor: Eileen Cahill

New Jersey Continuing Education Approved - 4 Elective Units

Please send the enrollment form below, along with a check made payable to MCAR.
Mail to: MCAR, 1 Hovchild Plaza, 4000 Route 66, Suite 210, Tinton Falls, NJ 07753.

Event: Short Sales from a REALTORS Perspective

Name: _____ Agent ID: _____ Phone: _____

Agency: _____ Address: _____



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