

The MCAR Education Committee Presents:

FYI HOT TOPIC!

“Short Sales From A REALTORS® 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 educate Buyer's & Seller's about the short sale process*
- *How to bring the transaction to a successful conclusion*
- *How to minimize your risk during the transaction*



Friday – November 20, 2009

MCAR Headquarters - 4000 Route 66, Tinton Falls

Instructor: Eileen Cahill

COST: \$10.00

9:00 am – 9:30 am Registration & Coffee - 9:30 am—12:00 pm Program

Wikipedia – The Free Encyclopedia

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.

Please send the enrollment form below, along with a check made payable to MCAR.

Mall to: MCAR, 1 Hovchlld Plaza, 4000 Route 66, Tinton Falls, NJ 07753. Attn: Clare

Event: SHORT SALES w/Eileen Cahill

Name: _____ **Agent ID:** _____ **Phone:** _____

Agency: _____ **Address:** _____



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