

# Contract Essentials


**Location:**
**SDAR'S SOLANA BEACH SERVICE CENTER**

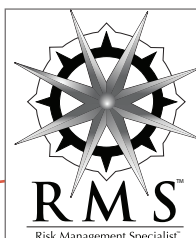
981 Lomas Santa Fe, Suite E, Solana Beach, CA 92075

**Instructor:**
**Ed Estes, ESQ., GRI, CCIM, CRB, ABR**
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## SINGLE SESSION

**Friday, October 25, 2013**
**8:00 am - 5:00 pm**

It is important that every real estate agent, whether they are representing the buyer or the seller, have a thorough understanding of the forms they are using in a real estate transaction. This course, taught by a real estate broker/attorney, will give students detailed information on the four basic contract agreements that residential real estate agents work with on a daily basis.

**CONTRACTS COVERED**

- Residential Listing Agreement
- Buyer Broker Exclusive Agreement
- Residential Purchase Agreement
- Counteroffer Agreement

**TOPICS COVERED**

- Completing each contract
- Answering questions regarding the provisions
- Overcoming objections that might arise
- Understanding basic contract principles and remedies available to a party if the contract is not properly performed

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**CONTACT INFORMATION**

NAME \_\_\_\_\_

PHONE (     ) \_\_\_\_\_

ADDRESS \_\_\_\_\_

☐ HOME  
☐ OFFICE

CITY/STATE \_\_\_\_\_

ZIP \_\_\_\_\_

**PAYMENT INFORMATION**


 \$

☐ CHECK   ☐ VISA   ☐ M/C   ☐ DISCOVER   ☐ AMEX

EXP. DATE \_\_\_\_\_

AMOUNT \_\_\_\_\_

SIGNATURE \_\_\_\_\_

By signing, you are confirming that you have read, understand, and agree with our cancellation policy (at right)

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Unlimited classes  
(Excludes designations classes)
  - ☐ **Specialist**  
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Unlimited classes  
(Includes designation classes: ABR, SRES, SRS & SFR)  
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4 designation classes are a \$1,196 value.  
*According to a 2012 NAR Research Study*  
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**Disclaimer:** Not all classes qualify. Check for the Pass logo on the class flyer or website to determine if class qualifies.

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