

SHORT SALES AND FORECLOSURES - THE NEW "TRADITIONAL" TRANSACTION



(SDAR is offering the SFR Certification Course on Friday, October 21, at the Kearny Mesa Service Center. See details below.)

For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today's market — they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

Learn what it takes to earn the Short Sales and Foreclosures Resource Certification (SFR). As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR.

Topics Covered:

- Identify components of an effective short sale package
- Learn the steps of listing REO properties
- Evaluate available options for distressed homeowners
- Understand why short sales fail

- Differentiate judicial from non-judicial foreclosure
- Understand the steps of the short sales process

Professional Advantage:

- Earn 8 Consumer Protection Credits
- Counts as one REBAC elective course to be applied towards your Accredited Buyer Representative (ABR) designation
- Receive Short Sales & Foreclosure Resource Certification

Please Note: Application, fees, and additional courses required to obtain certification. Visit www.realtorsfr.org

Register today for the next scheduled Short Sales and Foreclosures class:

Date: October 21, 2011

Instructor: J. Alan Sappenfield

Time: 8:00 a.m. – 5:00 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Cost:

REALTOR® Plus+ Members \$84.15

SDAR REALTORS® \$99

All Others \$119

Credit: 8 Consumer Protection

SDAR MEMBERS HOLDING SFR DESIGNATION

Please Note: List of designees as of July 22, 2011. If your name does not appear here, but you have earned the SFR designation, please email your certificate to education@sdar.com or fax a copy to (858) 715-8090 and Member Services will update your record.

Diana Chapman - 1st Choice Properties, Inc.
Vicki Dutch-Jones - 1st Choice Properties, Inc.
Dawn Hunt - 1st Choice Properties, Inc.
Don Alexander, Jr. - 1st Prime Realty
Ghana Bigsby - A Realty Fox
Yi-Yen Lin - Abacus Properties, Inc.
Amy Richens - Advance Realty Premiere Properties
Judy Beecha Hsieh - ADW Realty
James Alberts - Alberts and Associates, Inc.
Chris Boudreau - Allison James Estates & Homes
Claudia Medina - Allison James Estates & Homes
Samuel Kim - Alora Realty, Inc.
Donald Schmidt - Altas Realty/Financial Service
Monique Ramirez - Americhoice Enterprises, Inc.
Andy Gonzales - Andrew Gonzales Real Estate
David Bittich - Apartment Consultants, Inc.
Daron Chellette - ARB Abbott Realty Group
Jessica Freeman - ARB Abbott Realty Group
Joanne Kerr - ARB Abbott Realty Group
Abel Solano - ARB Abbott Realty Group
Amel Ghanou - Arnel G. Real Estate Home Loans
Jacqueline Oliver - Arpeggio Realty
Oren Adar - Ascent Real Estate, Inc.
Bradford Brownell - Ascent Real Estate, Inc.
Tucker Howard - Ascent Real Estate, Inc.
Monique LeBlanc - Ascent Real Estate, Inc.
Melissa Mate - Ascent Real Estate, Inc.
Ronald Oster - Ascent Real Estate, Inc.
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Herman Curumilla - Ashlon Realty
William Waldron - Atlantic & Pacific Real Estate
Brenda Blake-Cooper - Avalar San Diego
John Varon - Avaron Realty
Patricia Castro-Rosales - Axia Real Estate Group, Inc.
Karen Urata - B-W Real Estate Group
Arctelynn Ruiz - Big Red Real Estate
Michael Thomas - California Lending & Realty
Thomas Conery - California Realty Network
Jennifer Liwag - CentricUSA
Vicky Campbell - Century 21 1st Choice Pacific
Priscilla Fayat - Century 21 1st Choice Realty
Joyce Amick - Century 21 Award
Judy Bobben - Century 21 Award
Sandra Bryant - Century 21 Award
Dawnanna Charles - Century 21 Award
Elizabeth Cien - Century 21 Award
John Ellis - Century 21 Award
Bennie Flores - Century 21 Award
Brian Goldy - Century 21 Award
Jeri Hess - Century 21 Award
Ragina Hoover - Century 21 Award
Carol Mundell - Century 21 Award
Brenda Nellis Lutes - Century 21 Award
Reyna Orta - Century 21 Award
Steven Parker - Century 21 Award
Michelle Regan - Century 21 Award
E. Patricia Reyes - Century 21 Award
Randy Stefanik - Century 21 Award
Connie Umbarger - Century 21 Award
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Mauricio Perez-Vazquez - Century 21 Canle Realty
John Hartley - Century 21 Horizon
Peggy Rose Levin - Century 21 Horizon
Kevin Stroman - Century 21 Horizon
Martha Luce - Century 21 San Vicente, Inc.
Cristina Vaughn - Century 21 San Vicente, Inc.
Bernadette Moriarty - Century 21 Solymar
Fatima Zaki - Century 21 Solymar
Sima Reddy - Chase Pacific Property Mgmt.
Christopher Howe - Chris Howe Real Estate
Sherry Hayward - Coastal Real Estate San Diego

Tisha Carney - Coastal San Diego Properties
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Wendy Erickson - Coldwell Banker
Lynn Muradian - Coldwell Banker
Doni Rankin - Coldwell Banker
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J. Alan Sappenfield - J. Alan Sappenfield, Broker
James Brakas - James L. Brakas
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Jeremy Luck - JD Equities
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Trang Pham - Jenny Pham
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Dale Pollette - McMillin Realty
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