

Intro to Short Sale Principles (FI 1120)
3hrs Elective CE

Introduction to short sale principles is a class for real estate agents at all levels of experience. The course teaches real estate professionals how to take advantage of short sale opportunities and analyzes the financial and ethical concerns surrounding a changing real estate market. The instructors will discuss today's competitive market, distressed properties, foreclosure and the homeowner's options, the mechanics of short sales, finding and qualifying clients, as well as legal and ethical considerations.