

Essentials of Short Sales



TREC # 04-00-121-8716 **4 Hrs MCE**

Real Estate agents are doing business in an extremely emotional world when working with either Buyers or Sellers in transactions that involve the realities of short sales.

The Canons of Professional Ethics call for the agent to:

- Always put the clients interest first
- Avoid misrepresentation by commission or omission
- Be competent regarding national, state and local issues

These are especially critical issues and worthy of additional consideration in transactions where the parties are in financial distress.

Agents will become aware of forms and terminology regarding lending procedures. The TAR Short Sale Addendum and other contract issues will be reviewed. Disclosure vs confidentiality will also be discussed.

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