

Passaic County Board of REALTORS®

SHORT SALES: Navigating Through Muddy Waters



Credits: 3 Elective

**Date: Monday April 3, 2017
Time: 9am–12pm**

**Location: PCBOR Office
204 Berdan Avenue
Wayne, New Jersey 07470**

**Cost: \$30 Members
\$50 Non-members**

Register: www.PCBOR.com

CLASS DESCRIPTION:

Discussion to include vantage points of short sale for buyers and sellers. Details of a short sale transaction and how to manage the parties' expectations. Questions about agent liability and responsibilities. Also the course will cover negotiating with banks to speed up the process. Truth about lenders, commissions, appraisals, tax implications, legalities and more.

Instructed by:
Daniel Barli, Esq.



BARLI & ASSOCIATES, LLC
Quick responses. Open communication. Sympathetic counsel.

**A lite lunch
and beverages
will be served at the
conclusion of this
presentation**

If you have a disability or special need that requires accommodations please call the board office for arrangements 973-305-1100

