

Real World Real Estate: Finance

You may not know, but I was actually in the mortgage business WAY before the real estate side, and my husband still is an active loan originator. One of the biggest challenges that I see to our market place right now is the difficulty getting loans closed even when we have a willing buyer and seller! In this course, I'm going to share some of the secrets that have helped me get my deals closed when the stuff has hit the fan, things like:

- Should you use a broker or banker?
- How to read Loan Estimate and Closing Disclosure
- What are the 5 loan types available in the market and what are their quirks (some of the REO's our clients like actually aren't financeable due to their condition)
- How to get a problem file back on track and get paid
- the HVCC appraisal fiasco and how to get deals closed
- And way more!

I've even had mortgage people come to this training and they said they learned something! I'm not trying to turn your members into mortgage gurus, but I want them to be able to spot when there's a problem and head it off at the pass so they can get it closed!!!

Approved by FREC and DBPR for 3 hours of continuing education for real estate agents in Florida, category: specialty.

Current costs:

Speaking Honorarium \$450

Mileage if outside of Seminole County at current IRS rates

Credit Hour Processing: ~~\$1.00 per person to cover costs of certificates~~ INCLUDED

For locations more than 3 hours drive, hotel accommodations may be requested

Classes can be combined, 2 in a day, or shared expenses with another Association within reasonable distance to offset expenses.

“Andy, thank you for the great info as an OLD (very old) Realtor I learned a great deal.”

Sherry White

“Thank You. Very informative. Feel like I have a little more control on the mortgage side. Great!”

Elisha Heebner