



Southwest Riverside
County Association of Realtors®

Presented by
Duane Gomer Seminars

REO'S = REAL ESTATE OPPORTUNITIES!! THEY'RE EVERYWHERE

Date: Tuesday, Sept. 9th
Time: 1 p.m. to 4 p.m.
Location: 41831 McAlby Ct., Ste. C
Murrieta
Cost: \$35.00 - Realtors by Sept. 5
\$50.00 all others & after 9/5
NO REFUNDS after Sept. 5

Ways To Register with payment:
Phone with credit card: 951-894-2571
Fax this form: 951-894-2572

Information:
This course is designed to help agents increase their income and provides no DRE credit. A 15 hour home study foreclosure course is available for purchase at the seminar.

Speaker:
Duane Gomer Seminars was established in 1963 and is approved by the Department of Real Estate, Secretary of State and Private & Post-Secondary Education. The company has worked with Default and REO properties and has been appointed as a court receiver by seven different Southern California Counties. Member of the Better Business Bureau, Realtor Associations, etc. Duane's education includes MBA from UCLA, BS from Indiana University, Real Estate Certificate, Certified Property Manager, Lieutenant U.S. Navy, Beta Gamma Sigma, and Grandfathering.

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The reduced seminar cost is made possible by our sponsors' support.

Enhance your knowledge! This course provides an overview of every aspect of bank-owned properties. You will be introduced to the many ways to profit in the multi-faceted, dynamic field of real estate owned listing and sales. Learn with and from your peers and expand your contacts among other agents. Every phase of this rapidly expanding field is represented through a real-world application in California.

Course Topics:

- Is an REO sale the same thing as a foreclosure sale, trustee sale or short sale?
- Why not buy at the Trustee Sale or before?
- What are the characteristics of an REO transaction?
- What are the upsides and downsides of REO's?
- What can I expect from listing REO's, how do I get started and what are the requirements?
- Are valuation, BPO's, vandalism, evictions, cash advances and property management important?
- What is a cash-for-keys agreement?
- Are contract forms, disclosure requirements, commissions, etc. different on REO sales?
- Where can I get the CAR & REO Issues forms?
- Time for questions, tips and networking.

Questions: Call Leslie 951-894-2571
Checks payable to SRCAR

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