

REAL ESTATE CE

March 17, 2022

Willmar Conference Center, Willmar MN

8:30-12:15 Foreclosure, Unique Opportunities for your Buyer or Investor

(This course covers the foreclosure process, how to navigate the bank generated purchase agreements and discover the flags of the bank-owned (REO) sale when representing a Purchaser. We discuss the actual foreclosure process in detail with timeline. Once the bank owns the property, the course provides valuable information on the many provisions contained in either the Bank Purchase Agreement or Addendum. Many times, these provisions are in direct conflict with the Purchase Agreement we use.

The second part of the course provides an Investment Analysis for both a Condo and Single Family home. I provide the assumptions for the Analysis and the students learn how to compute the rate of return on investment as well what price an investor will want to pay. This uses an income approach to value. Course includes Condo/Townhome sale resale documents, statutory requirements and timeframes. This class is Approved by the MN Dept of Commerce for 3.75 hours of real estate continuing education, Course #1032345.

Course has also been approved through the Minneapolis Association of Realtors under course #102811 and cannot be taken in the same license period. Instructor: Lynn Mattson

1:00- 4:45 Legal Trivia

This course provides valuable information on title insurance coverages, exceptions to title, and what to look for in your title commitments for your transactions. Many title issues can delay or prevent your transaction from closing. There is an actual title commitment reviewed in this course. It also covers Probate, survey, legal description, encumbrances and chain of title. Learn how a title search is compiled using land records, judgment searches, bankruptcy searches and litigation issues.

Provides understanding on how trusts and corporation sellers complicate our transactions. Discuss Conservator and Power of Attorney powers and how they impact our transactions. Information presented on the challenges to representing a buyer when purchasing new construction. This class is Approved by the MN Dept of Commerce for 3.75 hours of real estate continuing education, Course #1032346. Course has also been approved through the Minneapolis Association of Realtors under course #1028039 and cannot be taken in the same license period

Name

March 17, 2022

Company

Foreclosure Course - Morning

_____ **WCAR Member** \$35, \$40 Not
WCAR Member

City

AFTER March 1

Email- Required for class link to be sent

_____ **WCAR Members** \$45, \$50 Not
WCAR Member

Real Estate License #

Legal Trivia – Afternoon

_____ **WCAR Member** \$35, \$40 Not
WCAR Member

AFTER March 1

_____ **WCAR Members** \$45, \$50 Not