

Southeast Valley Association of REALTORS® *presents . . .*



## MASTERING THE RESIDENTIAL RESALE TRANSACTION

This course provides a detailed look at the framework that makes up real property contracts, AAR's Residential Resale Purchase Contract in particular, as well as other related forms and addenda

**DATE:**

**AUGUST 17-18, 2016**

9:00 a.m. – 4:00 p.m.

**LOCATION:**

SEVRAR

1363 S. Vineyard.

Mesa AZ

480-833-7510

**PRICE:** \$99.00 (pre-  
registration deadline:  
August 12)

**INSTRUCTOR:**

Mary Frances Coleman

**C/E:** 9-contract/

3-disclosure

**C/E Provided By:**



*Upon completion of this course, students will be able to:*

- Describe the framework of real property contracts
- Properly execute the resale contract
- Explain the risk associated with the various sections of the resale contract
- Describe the function of related forms and addenda commonly used in connection with the resale contract.
- Use the provisions of the resale contract to avoid sticky situations that can increase risk and liability for consumers, agents and brokers.

**WHY THIS INSTRUCTOR?** Mary Frances Coleman, ESQ is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects the information with the street practice leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk.

**To learn more about the rCRMS certification, visit**

<http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

**BONUS:** This class also offers credit towards the GRI designation

**To learn more about the GRI designation, visit:** [www.azgri.com](http://www.azgri.com)

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