

GRI Market Essentials: Property Conditions

PRESENTED BY:

THE ARIZONA ASSOCIATION OF REALTORS®

Are you tired of deals falling through because of last-minute property surprises?

This one-day course teaches both new and seasoned agents how to understand that property condition, warranted items, inspection reports and more can speak volumes about a home. GRI Market Essentials: Property Conditions will teach you to identify possible “red flags” that may cause complications prior to listing a home and the impact they have on financing and marketability.

THIS ONE DAY COURSE WILL FOCUS ON:

- ✓ **The impact of property condition on salability and potential buyers.**
- ✓ **Financing options depending on the property condition.**
- ✓ **Property disclosure requirements for both buyers and sellers.**
- ✓ **Warranted items as provided in the AAR contract.**
- ✓ **Using inspection reports to write a BINSR & using the BINSR correctly.**
- ✓ **Working with appraisers, the Home Value Code of Conduct (HVCC) and best practices.**



FOR MORE INFORMATION

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Cancellation policy: Cancellations received prior to **9/5/2017** will be refunded less a \$25 admin fee. Cancellations received after **9/5/2017** are not eligible for a refund. **'No-shows' forfeit all fees.**

September 12, 2017

Class Time: 9am – 4pm

REGISTRATION: 8:30AM

STREAMING LIVE

These classes are presented through The Arizona Association of REALTORS® Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

License Renewal Hours:

3 hours – Agency Law

3 hours – Disclosure

Instructor:

Holly Mabery

Class locations:

Bullhead/Mohave Valley Association of REALTORS®

Central Arizona Board of REALTORS®

Kingman/Golden Valley Association of REALTORS®

Lake Havasu Association of REALTORS®

Sedona/Verde Valley Association of REALTORS®

White Mountain Association of REALTORS®

Yuma Association of REALTORS®

REGISTER ONLINE:

www.aaronline.com/event/e/GRI09122017

REGISTRATION WILL CLOSE ON 9/6/2017

Registration Fees:

\$ 69.00 AAR Member Price Until: 8/29/2017
\$ 89.00 AAR Member Price After 8/29/2017
\$ 99.00 At Door & Non-Member Price
\$ 30.00 GRI Designation Holder

**Please notify us 7 days in advance if you have any disability that requires special services or access.