



# KNOWLEDGE IS POWER!

## Understand how to tackle transactions involving Short Sales, Foreclosures and Zombie Homes!



In a market of limited housing inventory, agents cannot shy away from any potential transaction. Properties involving a short sale, foreclosure or zombie homes cannot be overlooked – but they require a higher level of scrutiny. Issue spotting in these transactions is key. Our panel of experts will relay their many years of experience dealing with these properties. Real estate agents, bankers and attorneys will discuss the structure of the transaction, timelines, inspection and appraisal issues and legal and financial roadblocks which are important for all parties to identify. Learn how to identify issues, so you are not intimidated, but empowered.

**Thursday, September 19, 2019**

8:15am Registration & Breakfast; 9:00am Program–

Irondequoit Country Club, 4045 East Avenue, Rochester, NY

Registration Form: COST: \$15 MBA and GRAR Members / \$40 Non-Members Sept 2019

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Number Attending: \_\_\_\_\_ @ \$ \_\_\_\_\_ = \$ \_\_\_\_\_ Total Enclosed

In keeping with its mission to provide educational programs to its membership, a substantial portion of this event is underwritten by the Mortgage Bankers Association of the Genesee Region. Make check payable to: Mortgage Bankers Association and mail by September 13<sup>th</sup> to Mary K. Dawson, Underberg & Kessler, 300 Bausch & Lomb Place, Rochester, NY 14604 - Phone (585) 258-2847 Fax (585) 258-2821

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