

BPO REO

Broker Price Opinion Real Estate Owned



Friday, April 16, 2010

9am-5pm

at the

LBAR office

730 N. Railroad, Loveland

REALTORS® \$75.00

Non-REALTORS®:
\$95.00

Presented By

REO Institute of Colorado

National Instructor James Browning

7- hrs C. E. Credit

Are you looking to increase your income? Would you like to learn how to enhance your career by completing BPOs and listing REO property?

This class begins with an in-depth instruction on how to complete BPOs while also generating income; and how to potentially turn your BPO experience into REO Listings.

Learn how to determine a competitive listing price on property to show sellers both active and sold comparable properties in their neighborhood using your knowledge as a real estate professional to determine a realistic sales price.

BPO Topics Include:

- Terminology, Guidelines, & Timelines
- Policies & Procedures
- Best Practices
- Tools to Correctly Value Properties
- How to Increase Your Income
 - *Marketing Opportunities

REO Topics Include:

The knowledge and understanding of the procedures, guidelines, timeframes and expectations that the Outsourcers/Banks/Lenders demand from the REO Broker in today's current market conditions

- How to manage and liquidate the REO properties/assets
- **efficiently** and cost effectively in order to achieve the highest recovery rate in the **shortest** period of time
- Learn the 3-Ms for a REO property through the eyes of a REO Broker:
 - Marketing
 - Maintaining
 - Managing working though the REO process
- Understanding the risk and how to manage that risk
- Receive a list of REO/BPO Companies to contact

Name: _____

Company: _____

Address: _____

City

State

Zip

Contact Number: _____

email: _____

NRDS #: _____

Enclosed is my check for \$_____

Check#: _____

(Please make checks payable to LBAR)

Please charge my (circle one): MC Disc. Visa

Amount: \$_____

Card #: _____

Expiration Date: _____ V-code: _____

Signature: _____

Address where your credit card bill is sent (required for using credit card):

Address

zip

Mail or fax to:

The Loveland-Berthoud Association of REALTORS®

730 N. Railroad Ave, Loveland, CO 80537

Phone: (970) 669-1822 Fax: 669-1858