

Mercer County Association of Realtors® is sponsoring
6 CE Credits

FRIDAY, MARCH 16, 2018

at the Mercer County Association of Realtors office
1428 Brunswick Ave. Trenton NJ

Instructor: Eileen Cahill

Realtor Fee: Full Day @ \$50 pp Non - Member Fee: Full Day @ \$70 pp

Tax Sales, Foreclosures and RE Auctions
3 Elective - 9 AM– 12 Noon

TOPICS COVERED

- New Jersey Tax Sales
- Review of what a tax sale is, legal requirements, owner notification, and the bidding process
- After the Tax Sale, Process for Redeeming the — Tax Sale Certificate Liens
- Consequences of Unredeemed Liens
- New Jersey Foreclosures
 - Overview of History of New Jersey Foreclosures since 2010
 - Review of New Jersey Foreclosure Procedures and Timeline
- Real Estate Auctions
- *Defining a real estate auction, auctioneer qualifications, Role of the Auctioneer and the Ringman
- *Benefits to Buyers and Sellers

Code of Ethics - 3 CORE CREDITS
1 PM — 4 PM

- Code of Ethics is an in-depth, interactive 3 hour course which will satisfy both the NAR Quadrennial Ethics Requirement and the NJREC Continuing Education Ethics requirement. Students participating in the course will come away with an understanding of how to practice real estate in the most ethical way possible, and the actions taken when ethics are in question.

Topics Covered will include:

- History and Background of the Code
- Enforcement of the Code
- Concepts of Procuring Cause in Arbitration Review and Case Studies of Selected Articles of the Code.

Realtor Members Registration: CHECK MARK YOUR CHOICE

Tax Sales, Foreclosures and RE Auctions @ \$ 25 pp

Code Of Ethics Session @ \$50pp

Both Sessions @\$50

Non - Realtor Member Registration: CHECK MARK YOUR CHOICE

Tax Sales, Foreclosures and RE Auctions \$ 75 pp

Code Of Ethics Session @ \$75pp

Both Sessions @\$100

Name _____ Phone _____

Office Name _____

Address _____

Payment: Visa Master Card American Express Discover Card Check# _____

CC# _____ Exp: ____ / ____

To pay for your class go to www.mercerrealtors.com and click on Education
Mail to: MCAR, 1428 Brunswick Ave, Trenton NJ 08638



If you have questions call Anna at 609-392-3666 or email akagan@mercerealors.com