AuctionFirst University

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Catch the Wave

Going once, going twice, SOLD! Residential and commercial real estate auctions are growing at record pace. Forget the old stereotype of auctions only being for distressed properties or celebrity homes. More and more sellers are discovering the benefits of accelerated marketing via an auction sale. Auctions work well in hot markets when there is already competition for a property because they ensure that no money is left on the table and bring a sales contract with no financing or inspection/repair contingencies that could be detrimental to a smooth closing. Auctions also work well in slower markets because they bring fresh attention to a property that may have languished on the market. Agents who understand the fundamentals of real estate auctions will be in the position to help consumers with this growing trend. Are you ready to catch the wave?

As a consummate professional agent, isn't it time to learn and demonstrate a fundamental understanding of real estate auctions in order to successfully integrate auctions into your full smorgasbord of services?

Full credit continuing education classes sponsored by **AFU** are currently offered for locations in North Carolina and Texas.

What you'll learn

You'll walk away from class ready to put your new skills immediately to work!

- Learn how to identify and properly represent clients who would best be served by selling their home via an auction.
- Improve your skills in representing and supporting clients as a Buyer Agent at an auction sale.
- Improve your communication and working relationships with clients, auctioneers and auction firms by gaining a working knowledge of the auction process, key terms and principles.
- Learn the basic laws governing real estate auctions in your state.
- Gain confidence in making key decisions for properly integrating the auction method of buying and selling real estate into your full range of client services.
- Know the three times when you should ALWAYS consider an option for your client's property.

Call or email us for a current schedule of classes. 1-800-498-9428 or email info@AuctionFirst.com