

ROUND TABLE – TRANSACTIONAL PIECES:

ESCROW, UNDERWRITING, CONTRACTS & BROKERAGE

3 HOURS CONTINUING EDUCATION

TABLE 1 – TITLE & ESCROW – WHAT APPRAISERS LOOK FOR IN THE TITLE DOCUMENTS

WHAT IS IMPORTANT – WHAT IS UNUSUAL? SHOULD YOU REVIEW THE ESCROW INSTRUCTIONS AND IF YOU DO, WHAT SHOULD YOU LOOK FOR?

INSTRUCTOR: LOCAL ESCROW OFFICER

TABLE 2 – UNDERWRITING – WHAT ROLE DOES THE APPRAISAL PLAY? WHAT GUIDELINES/RULES DO UNDERWRITERS FOLLOW? WHAT ARE THE MOST CRITICAL ISSUES FACING UNDERWRITERS?

INSTRUCTOR LOCAL APPRAISER & UNDERWRITER

TABLE 3 – CONTRACTS & BROKERAGE – WHAT APPRAISERS LOOK FOR IN A CONTRACT HOW TO REVIEW AND UNDERSTAND THE DOCUMENT; WHAT CLAUSES MEAN; WHAT ARE THE ELEMENTS OF A BINDING CONTRACT? HOW NEGOTIATIONS PROCEED IN A TRANSACTION.

INSTRUCTOR: LOCAL REAL ESTATE BROKER & NOTARY

EACH TABLE DISCUSSION IS 50 MINUTES – YOU WILL BE ABLE TO GO TO ALL TABLES – 5-10 MINUTE BRIEF INTRO AT START AND ROUND UP AT THE END