

OFFICIALLY CERTIFIED BY
MICHIGAN REALTORS® eMarketplace
6 Elective, 2 Legal CE credits

Short Sales and Foreclosures:

What Real Estate Professionals Need to Know

NAR's Short Sales and Foreclosure Resource (SFR®) Certification focuses on both the buyer and seller sides of distressed property transactions.

Knowing how to help sellers maneuver the complexities of short sales, as well as help buyers to pursue short sale and foreclosure opportunities, are not merely good skills to have in today's market— they are critical.

Designed for real estate professionals at all experience levels, this course give you a framework for understanding how to:

- Direct distressed sellers to finance, tax & legal professionals
- Qualify sellers for short sales
- Develop a short sale package
- Tap into buyer demand
- Protect buyers
- Safeguard your commission

Learn more at realtorsfr.org and register today!

November 17, 2026
9:00 AM – 5:00PM

VIRTUAL
Zoom link will be sent prior to class

MemberMax/ Edupass: FREE
GMAR Members: $79.00
Non-Members: $125.00

Register Now!
Online: GMARonline.com

Greater Metropolitan Association of REALTORS®



Presented by:

BRENT BELESKY
SRES, MRP, SFR

This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® designation go to REBAC.net.

NATIONAL ASSOCIATION OF REALTORS® OFFICIAL CERTIFICATION

SFR SHORT SALES & FORECLOSURE RESOURCE