



THE SCCAR eSCOOP

June 5, 2014



Home Mortgage Lending: The New Normal

Learn the role that mortgage bankers have in real estate today including: what is the mortgage banker's role in a purchase, why do deals blow up, what makes one lender different from another, typical timelines & basic guidelines and pre-qualification vs. pre-approval. This course will be held Friday, June 10 from 10 am - 12 pm.

[Read more](#)

Locate Your Next Listing Opportunity

Did you know Matrix could help you locate your next listing opportunity? This course will teach you to observe where buyers are purchasing homes, what price-range they are purchasing most often, and identify homeowners in those "sweet spots" who own the homes that buyers are seeking. Course will be held Tuesday, June 17 from 1- 2:30 and is free to SCCAR members.

[Read more](#)

Beer Thirty Thirsty Thursday

Quench your thirst for fun with fellow REALTORS® and Affiliates at SCCAR's Thursday networking social! Check out the new bottle shop and pour house "Beer Thirty" located across from our office in Soquel on Thursday, June 19 from 4-6 pm.

[Read more](#)

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Market Intelligence Reports

Knowing your current market conditions and performance history makes you the knowledgeable real estate expert clients want to work with. Stay quickly and easily up-to-date with market trends and statistics. You'll learn how to build and publish charts, tables and graphs for client presentations and social media posts. Wednesday, June 25 from 10:30 am - 12 pm.

[Read more](#)

Matrix Customized

Matrix can be customized to meet your viewing and exporting requirements to assist you with listing organization and deep data analysis. This course will discuss how to build your own data viewing formats and how to share that data into other digital tools Wednesday, June 25 from 1 - 2:30 pm.

[Read more](#)

When Bankruptcy and Real Estate Come Together

In this course you will learn about bankruptcy chapter 7, 13 and 11, the different types of debt, repeat filings, removing a second lien in bankruptcy, removing judgments in bankruptcy, dealing with the court and escrow when selling real estate in bankruptcy...and your Q & A's! Friday, June 27 from 10 am - 12 pm.

[Read more](#)

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Office Hours: 8 am - 4:30 pm

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