

PREPARING A LISTING CONTRACT 4CE

4 hours CE Credit

9AM—1PM



9/18/2015

Listing contracts are most certainly an important part of Realtors® day to day activities. This course is perfect for outlining the various types of listing agreements and the duties of each, identifying the protected classes under the Fair Housing Act, and understanding details about fees. Realtors® will also learn how to best answer seller's questions regarding their proceeds and expenses.

Objectives:

In addition to the skills listed above, students at the completion of this course will be able to: Explain the basics of a listing contract, understand which fees the seller may or may not be expected to pay on a seller's net proceeds estimate, prepare a seller's net proceeds estimate, and list other forms and disclosures necessary when listing property for sale

Ron Barry—Instructor

This is one of the classes to be completed within
1 year of a NEWLY licensed member.

****Light lunch will be provided****



Call 904-829-8738 or email
staff@stjohnsrealtors.org
to reserve your seat