



New Home Construction: A Forgotten Competitive Advantage

New home construction is not well understood by most REALTORS®, thereby REALTORS® could miss out on potential income. Also too many REALTORS® leave their clients with Sales Representatives and don't help their clients navigate the process as it is different than re-sale. Become an expert after this class!

- Where to Find New Home Construction
- Processes on Attaining a Brand-New Home
- How Builder Contracts Differs from Re-sale Contracts
- What Can Be Negotiated
- Advising on Locations
- Basics Verses Upgrades

When: Tuesday, August 28, 2018 @ 9:30 am –11:00 am

\$15 for SCCAOR Members

Where: 1651 N 1st St, San Jose, CA 95112 (408) 445-8500

\$20 for Non-Members



Presented By:

Alan Wang

Founder, REALTOR®

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Register:

sccaor.com/class/construction

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If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to education@sccaor.com and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

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