

# TERRIE O'CONNOR

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## REALTORS

### **Dianna Ivanov Earns NAR Short Sales and Foreclosure Certification**

Dianna Ivanov with Terrie O'Connor Realtors recently earned the nationally recognized Short Sales and Foreclosure Resource certification. The National Association of REALTORS® offers the SFR certification to REALTORS® who want to help both buyers and sellers navigate these complicated transactions, as demand for professional expertise with distressed sales grows.



According to a recent NAR survey, nearly one-third of all existing homes sold recently were either short sales or foreclosures. For many real estate professionals, short sales and foreclosures are the new “traditional” transaction. REALTORS® who have earned the SFR certification know how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities.

The certification program includes training on how to qualify sellers for short sales, negotiate with lenders, protect buyers, and limit risk, and provides resources to help REALTORS® stay current on national and state-specific information as the market for these distressed properties evolves. To earn the SFR certification, REALTORS® are required to take one core course and three Webinars. For more information you can contact Dianna Ivanov at Terrie O'Connor Realtors, Ramsey office at (201) 934-0600 ext. 57 or her cell at 201-739-1132.