

# CINDY BISHOP WORLDWIDE

## NVAR RESIDENTIAL CONTRACT

### LEGAL BASICS

January 17, 2019 1:30-3:30pm Thursday

**Real Estate Education. Simplified**

This presentation looks at the legal aspects of the residential sales contract which agents deal with every day and goes through what the contract sections that pertain to the most common legal issues, the accurate ways to fill out the contract in these areas, and addresses questions that agents may have.

By preparing the real estate agent properly with contract knowledge and awareness, the consumer will be protected and the real estate professional will be more competent to adequately complete their transaction.

The NVAR Contract is covered in this course.

#### Course Objectives:

By the end of this course, Learners will have a new or reinforced knowledge of the following:

- Importance of having accurate terms written on contract
- What the real property section means
- How to fill out the financing section to legally protect everyone
- The importance of the EMD section
- What the Virginia Property Disclosure Act means and discusses
- What the Virginia Property Owners Association Act Means Title
- Issues as they arise in contracts



*"Robert is an exemplary attorney & instructor on topics agents have to know. I learn so much and fully understand how to implement all of the topics taught by Robert. I also feel both myself and my client is better protected because of my understanding from Robert teaching clarity. I feel more confidence when I participate in Robert's classes."*

*- Active Agent*

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**Credit/ Fee's: \$20**  
**CE 2 Contract**  
**PL 2 Current Trends**  
**Broker 2 Broker Mgmt.**

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