



For Immediate Release: December 9, 2010

Contact: Heidi Walton, Walton Realty, LLC
e-mail: waltonrealty@metrocast.net
Office: (603) 267-7292 Cell: (603) 520-8082

Local REALTOR® completes certification course

Heidi Walton of Walton Realty, LLC in Gilmanton has successfully completed the Massachusetts Association of Realtors® Loss Mitigation Certification Course, sponsored by the New Hampshire Association of Realtors® and held recently in Concord.

Today's market presents unique challenges to many Realtors®, who in many cases are representing a buyer or seller in a transaction involving foreclosure, short sales, properties at auction or bank owned. This comprehensive course was developed to educate Realtors® on all the issues surrounding properties facing these complicated transactions.

The course is taught by experts in loss mitigation and is designed to equip attendees with the tools needed to deal with short sales on both the buying and listing side, including the process, ethics, laws, contracts and credit issues involved, and how to best approach lenders. As importantly, the course also addresses the human element of these transactions as consumers potentially face losing their homes.

Upon completion of the Loss Mitigation Certification course, participants earn continuing education credits necessary for real estate license renewal and lifetime usage of the LMC logo.

About the New Hampshire Association of REALTORS®:

Originally chartered and organized in 1933, the New Hampshire Association of REALTORS® is a professional trade organization with more than 5200 members. The term REALTOR® is registered as the exclusive designation of members of the National Association of REALTORS® who subscribe to a strict code of ethics and enjoy continuing education programs.