

# Real Estate

*JOHN MAZZARA has sold, owned and managed real estate since 1986. He is the owner of Venture Development, Inc., is a real estate broker with RE/MAX Associates Plus, Inc. and is a recent author of "Reality Based" Real Estate Investing."*

## **Successfully Selling Your Home or Investment Property for Top Dollar in the Shortest Time!** *John Mazzara*

Explore Twin Cities housing market data, an overview of loan programs that allow a buyer to escrow for improvements, appraisal issues that may affect your home sale, and small things to improve your chances of selling your property. Various updates such as paint, carpet, light fixtures, and de-cluttering are just a few are discussed. An opportunity for a no obligation pin point price evaluation and room-by-room analysis of your home by the instructor is included with class tuition.

#51158A      Tue Jan 15      6:30-8:30 pm      Tilden Com Ctr, #117      \$9/ea; \$15/cpl

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## **10 Secrets and Tips for Successfully Buying a Home or Investment Property** *John Mazzara*

Learn how to be more successful in acquiring real estate. Discover the things to put in a purchase agreement, strategies for getting your offer accepted in a multiple offer, and different ways to cover closing costs and mortgage insurance. Evaluate a purchase agreement and discuss the home buying process.

#51157A      Wed Feb 6      6:30-8:30 pm      Tilden Com Ctr, #117      \$9/ea; \$15/cpl

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## **Moving Mom & Dad** *John Mazzara* **5 Common Mistakes Children of Aging Parents Make and How to Avoid Them!**



Many baby boomers today are facing the tough decision of finding appropriate housing options for their parents. Moving mom and dad is often a challenge, especially when mom and dad are reluctant to address the issue. Includes a guide called *Moving Mom & Dad* (a \$24.95 value) with these topics: • Conversation starters for discussing late-life housing choices, • Solutions for remodeling homes, • Common senior living options, • Key service providers, • Estate sales and auctions, and much more.

#51161B      Thu Mar 21      6:30-8:30 pm  
Tilden Com Ctr, #117      \$9/ea; \$15/cpl

Nothing saddens us more than to cancel a class and receive emails and phone calls from parents and participants looking to register the week a class begins. We usually make a decision about holding a class one week prior to the start date. After one week prior, we may still have space available if something prevented you from registering earlier.

