

The Short Sales Solution: Professionals and Prospective Investors Will Learn the Art of Pre-Foreclosure Deal-Making at Portland and Seattle Seminars

Oscar Morante, a successful real estate investor and popular speaker, will present seminars on Short Sales A-Z in Portland, Oregon and Seattle Washington in July. Advanced Real Estate Concepts, LLC founder and CEO, Oscar Morante, will offer his highly acclaimed seminar, "Short Sales A-Z," in Portland, Oregon on July 12, 2007 and Seattle, Washington on July 14, 2007. The Portland event will take place at the Phoenix Inn, 9575 SW Locust St., Tigard, OR 97223. In Seattle the seminar will be held at Hotel Nexus, 2140 N. Northgate Way, Seattle, WA 98133. Eligible real estate agents will receive eight continuing education credits for attending.

(PRWeb) June 21, 2007 -- [Advanced Real Estate Concepts, LLC](#) founder and CEO, Oscar Morante, will offer his highly acclaimed seminar, "Short Sales A-Z," in Portland, Oregon on July 12, 2007 and Seattle, Washington on July 14, 2007. The Portland event will take place at the Phoenix Inn, 9575 SW Locust St., Tigard, OR 97223. In Seattle, the seminar will be held at Hotel Nexus 2140 N. Northgate Way, Seattle, WA 98133. Eligible real estate agents will receive eight continuing education credits for attending.

Morante created the tutorial to teach real estate and legal professionals, as well as private investors, how to increase their knowledge of the pre-foreclosure sales process and find a method for building wealth through leveraging available properties for short term gain.

In the last several years, lenders have aggressively competed by offering low rates and high debt-to-equity ratios. Not all deals were sound business decisions. They are now looking for solutions to liquidate their growing inventory of properties. Because lenders don't make their money by holding property long-term, they will always look to sell of excess holdings, even if they take a loss. They are especially interested in sales that will minimize their losses so they can preserve more of their investment capital.

Property owners who find themselves in financial trouble and can no longer keep up with escalating payments, are also looking for ways to cut their losses and survive with at least something to show for their investments in a home or commercial property.

The second and third mortgage holders are at greater risk when a property goes into foreclosure. They often get nothing after a property is sold on the auction block for less than market value at the discretion of the first mortgage holder.

According to Oscar Morante, [Short Sales A to Z](#) teaches participants how to recognize the best deals that are available in the current market and how to create a win-win situation for both lenders and sellers. As the buyer who comes to the rescue, a savvy investor is able to acquire property at below market value and sell at a profit even in a down market, said Morante.

The current market for short sales is particularly lucrative. At present, thousands of homes that are at risk because of their owners' financial problems - ranging from being over mortgaged, in default, or because they are part of a bankruptcy proceeding.

[Short Sales A to Z](#) is a full day comprehensive training program that delivers the nuts and bolts details of how to negotiate and execute short sales to real estate investors and professionals at all experience levels.

According to Lori Sterley, a real estate broker and mortgage broker with Keller Williams in Seattle, Washington, the seminar is one of the most effective she has attended. "Unlike so many seminars that throw so much at you but only touch on topics - expecting you to take time to digest it all later - Oscar's talk is totally understandable from beginning to end," said Sterley. "He makes you feel you are ready to walk out of the meeting room and get started."

The seminar is especially popular with real estate agents who find it identifies opportunities to earn commissions from transactions that would not be possible without short sales.

"This seminar is for people who may know enough about the short sale market to be interested in learning about the more sophisticated parts of the process," said Morante. "But it's also suitable for people who are just becoming interested in real estate investing because we review the basics in such a compelling way. We teach people how to get an appropriate return for rendering a valuable service. Lenders and sellers all benefit from the sale of property that otherwise would be foreclosed on. The approach we teach is not predatory; it's highly ethical. The skills our students learn put them in a position to do well by doing good."

Morante presents highly technical material in a way that makes it easy to understand. Participants in the seminar leave ready to immediately begin locating properties that are candidates for per-foreclosure sales and are ready to begin negotiating with lenders on behalf of sellers so that they can acquire the property at a fair price, given the less acceptable alternatives. Sellers are able to prevent financial disaster and lenders are able to recover at least a portion of their investment.

Real estate agents from California, Oregon, Washington, Nevada and Idaho can earn continuing education credits by attending the seminar. Arizona, Texas and New Mexico will accredit the course in the very near future.

Registration for the seminars is at 7:30am at both locations. The class runs from 8:00am until 6:00pm. The cost is \$300.00 at the door. Early Bird discount tickets are available for purchase online at www.bestshortsales.com until 24 hours prior to event registration.

Click the following links to view Advanced Real Estate Concepts' video presentations:

<http://www.youtube.com/watch?v=njAwdw-p6do>
<http://www.youtube.com/watch?v=-rp0Vc-rb3Y>
<http://www.youtube.com/watch?v=z3XS6rkwpo>
<http://www.youtube.com/watch?v=ih0OIN1hAxs>

Other links:

http://www.gureview.com/gurus/oscar_morante/?PHPSESSID=dbdb523eab173df42ad51b218fe43fcf
http://www.gureview.com/gurus/oscar_morante/?PHPSESSID=dbdb523eab173df42ad51b218fe43fcf
http://www.ihl.com/db/upload_files/Sports%20%26%20Accidents.pdf

About Advanced Real Estate Concepts

Advanced Real Estate Concepts, LLC was founded by Oscar Morante in 2004. The company's mission is to

acquire over-mortgaged properties that have gone into pre-foreclosure by getting lenders to discount debt in order to mitigate risk of loss at auction. Oscar has developed proven techniques and strategies for success through short sales investing. While continuing to develop his real estate business, Oscar is sharing his success with others through offering educational seminars. Oscar's ShortSales A-Z seminar was developed based on practical experience and his success in find solutions lenders and sellers alike. His mission is to continue developing his techniques with hands-on experience in the field of pre-foreclosure investing while creating well-organized and fully detailed education products for real estate brokers, Mortgage Brokers, and Real Estate Investors. For more information, visit us at our website [Short Sales](#).

###

Contact Information**Oscar Morante**

Advanced Real Estate Concepts, LLC

<http://www.bestshortsales.com>

971-222-3435

Online Web 2.0 VersionYou can read the online version of this press release [here](#).