



FREE SEMINAR

FREE SEMINAR



PULSE OF THE

S.C. Shadow Hills Resale Market

What are SCSH properties **REALLY SELLING FOR?**

- Properties **ON** golf course vs. **OFF**
- Properties **WITH** pool vs. **WITHOUT**
- **RESALE** homes vs. **NEW** homes

What are SCSH properties **LEASING** for?

- Leases **ON** golf course vs. **OFF**
- **LONG TERM** leases vs. **SEASONAL**

What are the **BEST BUYS** on the market **TODAY** in SCSH?

- **BEST BUYS ON** golf course with MLS #'s
- **BEST BUYS OFF** golf course with MLS #'s

What's the **BEST** way to set the **LIST PRICE** for your property?

What's **MELLO ROOS** property tax?

- Do SCSH properties have it?
- Is it **ALLOWED** as a **DEDUCTION** on your return?

SPEAKER: James R. Urquhart III is a residential real estate specialist, Real Estate Broker, Attorney at Law (tax and tax litigation), local real estate investor, and Sun City Shadow Hills homeowner.

RSVP if you would like notice of changes and future events. You can register on our web site, our Facebook page, or by e-mail. Seating is limited and will be on a first come basis. We look forward to seeing you at the seminar!



What's a **SHORT SALE** and how many are in SCSH?
As a **SHORT SALE PROPERTY SELLER** ---

- Is a short sale your **LEGAL RIGHT**?
- What if you have significant **ASSETS**?
- What about **SECOND** loans?
- What will you owe **AFTER** the short sale?

As a **SHORT SALE PROPERTY BUYER** ---

- Will the **DEAL PRICE** be what you'll **REALLY** pay?
- When will your escrow **CLOSE**? 60 days? 6 Months? Ever?

What's an **REO / BANK OWED** home?

- How many are on the market in SCSH?
- Should you buy one? What are the risks?

As a **SELLER**, how much do **DISTRESSED PROPERTIES** impact your **PROPERTY VALUE**?

And many other **RE-SALE MARKET** topics.

SEMINAR DATES:

Tuesday, January 24, 2012

Tuesday, February 14, 2012

Tuesday, March 13, 2012

TIME: Registration 6:30; Seminar 7 PM to 8 PM

WHERE: Sun City Shadow Hills Montecito Clubhouse, 80814 Sun City Blvd, Indio, CA. Ask for directions at the guard gate (Jefferson St. & Sun City Blvd.).

(760) 600-0045 | Info @ JamesTeam.US | www.JamesDesertHomes.com

