



New Distressed Property Training Helps Homeowners **Distressed Property Institute Provides Agent Training Designed for Today's Market**

(March 5, 2009 – Denver, CO) The Distressed Property Institute has agreed to allow RE/MAX International to produce and distribute customized training courses that lead to the professional title of *Certified Distressed Property Expert* (CDPE). The Institute has licensed the two-day, twelve and a half hour course, for broadcast on the RE/MAX Satellite Network (RSN) and for DVD sales to RE/MAX Sales Associates.

According to the National Association of Realtors®, over 45% of existing home sales in the 4th quarter of 2008 were foreclosures and short sales. Short Sales benefit both homeowners and lenders. In a short sale transaction, homeowners are permitted to sell their property for less than the mortgage amount, but avoid the foreclosure process. By preventing a foreclosure in today's market, a lender can save as much as half the carrying costs.

“Given today's climate, it's critical for our Sales Associates to understand the transaction process involved with distressed properties,” said Dave Liniger, Chairman and Co-Founder of RE/MAX International. “The REO or Short Sale transactions can be a little challenging, but they're now a significant part of the market. Having these skills will make the process easier and could be the key to success for many of our Sales Associates.”

The Distressed Property Institute, based in Boca Raton, FL, was founded by Alex Charfen, a real estate veteran, who came to Denver to videotape the CDPE courses in the RSN studios at RE/MAX International headquarters.

“We are pleased to prepare RE/MAX agents to help their clients in today's difficult financial environment,” Charfen said. “These highly trained agents will be better equipped to work with lenders, buyers and sellers to create solutions that could save homeowners from foreclosure.”

Recognizing that the current real estate market suffers from declining home values due to an increased inventory, RE/MAX International plans to train its sales force to assist troubled homeowners in the hope that the number of foreclosures coming on the market can

be reduced.

“Alex is an excellent trainer, with relevant, practical strategies, and I’m sure his Distressed Property courses will help our Sales Associates provide invaluable services to their clients,” said Liniger

The CDPE courses are built around a ready-to-use functional system that Sale Associates can immediately implement in their business to be an effective asset to their clients. The course includes the 170 page Distressed Property Field Manual, the Short-Sale forms disc and successful completion allows for the use of the CDPE title and logo.

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About The Distressed Property Institute

The Distressed Property Institute, with locations in Boca Raton, Fl. and Austin, Tx., was founded in 2008 by Alex and Cadey Charfen. The institute provides coaching/training and awards the Certified Distressed Property Expert (CDPE) designation. The CDPE training provides industry professionals with detailed information on how to engage with, and assist homeowners in distress

The CDPE program is supported by RE/MAX International, and other major U.S. brokerages.

Numerous industry icons have also endorsed the CDPE, including Howard Brinton, founder of STAR POWER System; Bob Corcoran, founder of Corcoran Coaching and Consulting; best-selling author Dave Jenks ("The Millionaire Real Estate Agent") and Joe Stumpf, founder of *By Referral Only*.

For more information on the CDPE Designation visit www.cdpe.com

About RE/MAX International, Inc.

RE/MAX was founded in 1973 by Dave and Gail Liniger. From a single office in Denver, Colorado, it has grown into a global network of nearly 100,000 Sales Associates in more than 70 countries, an international presence greater than any of its competitors.

RE/MAX has been honored as the leading real estate franchise for 9 of the last 10 years in the oldest and most respected ranking, “The Franchise 500 Survey,” by *Entrepreneur Magazine*.

Today, all U.S. home listings in thousands of cities and towns can be found at www.remax.com, frequently ranked as the most visited web site of any real estate brokerage brand. Nobody in the world sells more real estate than RE/MAX.

RE/MAX International is proud of its Premier Community Citizenship, which has raised over \$100 million for deserving organizations like Susan G. Komen for the Cure, Children’s Miracle Network and The Sentinels of Freedom Foundation.

For information on RE/MAX International visit: www.remax.com or www.joinremax.com

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