

# GRI - Sales Contracts



Wednesday,  
**May 2, 2012**  
9am to 4pm at SMDRA

Instructor  
**Charity Vermeer Cornelison**



**\$70 REALTORS® / \$95 All Others**  
6 hrs CE

## Course Overview

This course will cover the standard, CREC-approved purchase contracts used in Colorado. This course will allow students to gain an understanding of how the complexities of a given transaction are addressed through the proper use of the standard purchase contract and related forms and addenda, as well as how they can limit risks and liability related to improper use of CREC-approved forms.

Refreshments provided by  
SMDRA Affiliate Member  
**Michelle Beeson**  
Wells Fargo Colorado Mortgage



## Learning Objectives

Upon completion of this course, students will be able to:

- Identify elements of an enforceable contract.
- Explain how to properly use the CREC-approved residential resale contract.
- Identify disclosures required under the standard purchase contract.
- Explain how to properly use the CREC-approved Inspection Notice to address problems discovered during the inspection period.
- Identify specific concerns related to vacant land contracts.
- Identify specific concerns related to commercial purchase contracts.
- Explain the significance of the FPA Purchase Contract and identify situations in which it must be used.
- Identify the functions of commonly used addenda and attachments to the standard purchase contract.

