



**PRESS RELEASE TUESDAY, OCTOBER 18, 2005**

## **ForeclosuresMass To Hold Educational Seminar Saturday**

— *Full day course will provide investors and real estate professionals with a step-by-step process to help homeowners trapped in “upside down” properties* —

**FRAMINGHAM, Mass.** — (BUSINESS WIRE) ForeclosuresMass, the leading provider of Massachusetts foreclosure data for investors, real estate professionals and mortgage brokers, announced today that on Saturday, October 22, 2005 it will hold a full-day course entitled “Lease Options in Massachusetts: Making the Impossible Deal Possible through Lease Options.” This seminar is part of the company's ongoing Education Program for members and individuals new to the foreclosure market.

The course will explore the ins and outs of dealing with upside down properties, which is when a homeowner owes more than the property is worth. The faculty for this all-day session will include an expert in Lease-optioning. Lease-optioning is an effective strategy that can save homeowners facing foreclosure from having his or her property proceed to auction, and create a successful opportunity for the investor. Special emphasis will be placed on:

- Negotiation
- Securing and closing
- Mechanics and paperwork
- Legal questions
- Tax considerations
- Entity structuring

Interest rates are on the rise, and many properties are leveraged at or near 100% of value. These trends indicate that there will be an increase in “upside down” situations, therefore investors and real estate professionals who are knowledgeable on lease-options will be positioned to do well in a competitive marketplace.

Tuition for the seminar is \$495.00, with \$50 early-bird discounts available until October 21st. The all-day event begins at 8:00 a.m. at the Holiday Inn at 55 Ariadne Rd. in Dedham, MA, and includes light breakfast, lunch, course materials and forms. Course quality is guaranteed, and includes a promise to return tuition payment for any attendee not satisfied. For more information, or to register for this event, visit <http://www.foreclosuresmass.com/education>.

ForeclosuresMass was founded to take the "distress" out of purchasing distressed properties. Often, ForeclosuresMass subscribers learn of properties weeks or months before public notices are issued and are able to purchase a property long before it reaches auction stage, providing a “win-win” outcome for both property owner and new buyer. By giving homebuyers, investors and brokers direct access to the most up-to-date foreclosure data available, ForeclosuresMass subscribers are able to move quickly to identify and leverage opportunities. The company reached the 6,000 customer mark this September and continues to enroll new subscribers daily.

### **About ForeclosuresMass**

Founded in 2003, ForeclosuresMass.com has quickly become the industry leader in providing online Massachusetts foreclosure data to consumer home buyers, bankruptcy and real estate counsel, mortgage originators, real estate agents, investors and lenders. Its rich website offers unique value especially to the consumer market, assisting prospective homebuyers in acquiring reliable advance data on the availability of foreclosure properties. The ForeclosuresMass educational program provides hands-on advice, practical information, market analysis and a step-by-step process for creating successful opportunities for property owners and investors. Since 2003, over 23,000 Massachusetts foreclosed properties have been posted on the company's web site. For more information, visit **[www.foreclosuresmass.com](http://www.foreclosuresmass.com)**.

### **Media Contact:**

Derek Beckwith, skyepR  
617-331-3567  
[derek@skyep.com](mailto:derek@skyep.com)