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More Training for Realtors

LAKELAND

Polk County's real estate market hasn't floundered, failed or fizzled.

It's just changed and Realtors are going to need to make adjustments to stay competitive in the market and cover their personal bills.

But training can help with that, said Bryan Chavis, president of The Landlord Academy in Tampa.

The school is partnering with the Ed Klopfer Schools of Real Estate and will begin offering classes in Lakeland in February.

The classes will be held at the existing Ed Klopfer school located in the Market Square Plaza at 3147 U.S. 98 N. in Lakeland.

This year, real estate home sales are down 34 percent around the state compared to 2005. And home inventories are growing at an exponential rate.

Translation: Homes aren't selling like hotcakes.

And instructors at Ed Klopfer Schools of Real Estate have seen the same thing in all locations around the state, Chavis said. People are looking for another avenue within the real estate industry to earn an income.

"Whether you're a Realtor trying to ride out a tough market, an investor who bought to flip and became an accidental landlord or a homeowner who can't afford to sell your house at a loss, we have solutions." Chavis said.

Landlord Academy offers courses for continuing education credits and is recognized by the Florida Real Estate Commission. The school offers classes in evaluating rental areas, fair housing law, cash flow, property management, landlord/tenant issues and marketing techniques.

Klopfer has locations throughout the state, from the Panhandle south to Naples. The school's curriculum is developed and updated regularly with input from business and industry experts. Licensing and certification courses range from real estate to mortgage broker, property appraiser, home inspector and now certified property management.

But while the housing market has taken a dip, other areas of the industry, like investment properties and commercial development, are on the rise.

"The Realtors are really hurting right now," Chavis said. "It's a tale of two sides."

For a complete listing of all Florida locations visit www.edklopfer.com or www.thelandlordacademy.com.