



Short Sale Solution Presentation

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If you owe more on your home than it's worth consider this...

Banks pay delinquent borrowers \$35,000 to sell their homes

CNNMoney

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By Les Christie @CNNMoney February 15, 2012: 8:28 PM ET

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COURTESY: ELIZABETH WEINTRAUB

The bank offered Angelique Pierce \$25,000 to short sell her home. The listing price: \$95,000.

NEW YORK (CNNMoney) -- In an effort to cut their losses, banks are paying some struggling homeowners as much as \$35,000 to sell their homes before they end up in foreclosure.

- There are Government Programs in place to help you
- Banks are trying to help eliminate a national crisis by adding incentives
- Controlling your situation helps you alleviate the associated stress
- There is a big difference in knowledge of the people working in the short sale market
- Carefully choosing the correct path determines the critical beginning of your financial future

Foreclosures made up one in four home sales

CNNMoney

7 comments

By Les Christie @CNNMoney March 1, 2012: 5:50 AM ET

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PHOTO: GREGG CANES/CNN

Short sales are rising as banks start to shun foreclosures.

NEW YORK (CNNMoney) -- Homes in some stage of foreclosure accounted for nearly one in four homes sales during the fourth quarter, according to RealtyTrac.

You're not Alone!

- 1 In < 4 homes in the USA are upside down
- You probably know 1 or more people in the same situation as you but you are unaware
- Friends, Family and co-workers could all be in the same situation



Every attempt will be made to obtain deficiency forgiveness through negotiations with your lien holders but there is no guarantee that this will happen. Each individual transaction is different and therefore results vary. Consult an attorney and or a tax advisor regarding any potential tax Implications in connection with the sale of your property. Licensed Real Estate Agents and Brokers cannot give tax or legal advice. There is no guarantee that a foreclosure proceeding can be stopped. myshortsale.com assists real estate professionals with short sale transactions.

You Have Options!



The Road to Recovery



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What is a Short Sale?



A Short Sale is selling your house voluntarily for less than market value.

A Short sale is the smart alternative to foreclosure and Bankruptcy



There is a MAJOR difference between a **Standard Resale** and a **Short Sale**.

A Short Sale is critically important and it could be the most important financial decision you'll make for your future! Why?

- Avoid Foreclosure
- AND Set up a positive direction for your financial future



Avoid Foreclosure

It's very important to avoid the negative consequences of a foreclosure sale. Following are several reasons to seek a short sale as an alternative to foreclosure:

- Judgment(s) for tens or hundreds of thousands of dollars
- Bankruptcy (the only way to stop collection of judgment)
- Involuntary relocation
- Extended negative credit
- Embarrassing public advertisement
- Delay in reestablishing yourself as a homeowner (some newer loan programs provide the opportunity to get a new mortgage within 2 years of completing a short sale.
- Loss of possible financial opportunity available through the governments HAFA program and or banks currently offering relocation funds as much as \$38,000.00



Short Sale Benefits

A Short Sale is a 2 part transaction

Part 1: The Negotiation with your bank and lien holders:



- To accept a reduced amount to satisfy your obligation in full.
- To get complete forgiveness of your mortgage without a deficiency judgment *
- To get you **PAID** relocation money at closing

Part 2: The Sale of your House:



- Based on your unique circumstances, list and properly price the home to sell.
- Market the home to attract the most highly qualified and motivated buyers
- Present all offers to you and any lien holders and get your home sold!



General Qualification for a Short Sale



- Do you owe more on your home than it's worth?
- Do you have a hardship that makes your mortgage payments unaffordable?
- Are you delinquent or is a delinquency imminent?
- Income, assets and house value are considerations

MY PARTNERSHIP

I retain a leading SHORT SALE SERVICE PROVIDER www.myshortsale.com whom I pay for to assist you in securing the best possible outcome. They specialize in expediting the short sale process and negotiate with banks and lien holders. I am an Approved Registered Agent with their company.



YOU HAVE A FULL TEAM BEHIND YOU





- Walk you through the whole process every step of the way straight through to closing!
- Act as a liaison with your bank and lien holders.
- Within 48 hours of listing your property they will contact the bank(s) and lien holders and start the process, even before the home is sold.
- Advise you of all documents needed to successfully qualify for a short sale.
- Work directly with you and negotiate with your bank and lien holders to get you the best outcome possible.



Why Your List Price Does Not Matter to You....

Selling Does!



If the bank agrees to waive the money you owe on the mortgage, the actual sales price means nothing to you, only to the lender.

OUR JOB IS TO DETERMINE WHAT THE LENDER WILL ALLOW AND TO SELL YOUR HOUSE!



THERE ARE NO ADDITIONAL FEES PAID TO ME. I ONLY EARN MY LISTING FEE AS PERMITTED BY THE BANK AND PAID FROM THE PROCEEDS AT THE TIME OF CLOSING.

NO FEES OUT-OF-POCKET! THERE IS NO RISK!

Taking The 1st Step is Important!

I may be able to

**STOP THE FORECLOSURE ACTION
TODAY***

THERE IS NO GUARANTEE THAT A FORECLOSURE
CAN BE STOPPED BUT THE LISTING HELPS AND
LETS THE BANK KNOW YOU ARE BEING PROACTIVE



Every attempt will be made to obtain deficiency forgiveness through negotiations with your lien holders but there is no guarantee that this will happen. Each individual transaction is different and therefore results vary. Consult an attorney and or a tax advisor regarding any potential tax Implications in connection with the sale of your property. Licensed Real Estate Agents and Brokers cannot give tax or legal advice. There is no guarantee that a foreclosure proceeding can be stopped. myshortsale.com assists real estate professionals with short sale transactions.

Why Banks Prefer Short Sales

- Foreclosures are legal proceedings that carry very high costs
- Foreclosures don't always end at the auction. (law suits, appeals)
- Liability issues arise on repossessed properties. (trip and falls, etc.)
- Carrying costs rise rapidly. (taxes, insurance, etc.)
- Foreclosures are adversarial while short sales are cooperative
- All parties involved in a short sale come willingly to an agreement
- Federal regulations for banks make it necessary for them to shed nonperforming notes
- Honey (short sale) usually works better than a stick (foreclosure)
- Banks losses are much less in a short sale than a foreclosure



Short Sale vs. Foreclosure

- Short Sale is a Voluntary Action, Foreclosure is involuntary
- Short Sale you can owe nothing, Foreclosure you can owe thousands no cash
- Short Sale is a negotiation, Foreclosure is litigation
- Short sale you may get paid anywhere from \$3,000 to \$30,000, Foreclosure \$0
- Short Sale less credit damage and shows responsibility, Foreclosure only negative
- Short Sale you may possibly be back to homeownership in 2 yrs, Foreclosure much longer
- Stay in control of your life
- End the emotional turmoil
- Avoid the public record



AVOID BANKRUPTCY



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