



## THE Short Sale Newsletter

Volume 1, Nov 2010

### A Note From Megan



**KELLER WILLIAMS**  
REALTY

**Megan Dwyer**  
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*My goal, as your Certified Distressed Property Expert, is to make you aware that you DO have alternatives that are definitely better than foreclosure or even, in many cases, bankruptcy. I will preface this by stating that I am not an attorney or a CPA but I am certified as a short sale expert and look forward to being your source for education and awareness for all your real estate needs. I invite you to submit your questions, by emailing or visiting my [website](#).*

Megan

*Dear Homeowners and Future Home Buyers:*

*Today's economy is certainly a frightening one for many. With our 3rd quarter statistics out showing that 37.5% home sales are distressed properties and 25% are foreclosures, the uncertainty of the real estate future is of concern to many. However, I am privileged to assist homeowners every day realize that they DO have options. With foreclosure rates on the rise, unemployment at record numbers and families credit scores being deflated, many people fear that their only option is to allow their houses to be foreclosed.*

*My goal, as your Certified Distressed Property Expert, is to make you*

### In This Issue:

- Kids Corner
- Recipe of the Month
- 3rd Q Stats
- Technology Trends
- Contact Megan
- School Calendars

### Quote of The Month

*"Celebrate the happiness that friends are always giving, make every day a holiday and celebrate just living."  
~ Amanda Bradley*



CERTIFIED DISTRESSED  
PROPERTY EXPERT®

*Megan is a successful real estate agent with Keller Williams Real Estate Consultants in Roswell, Georgia specializing in distressed properties. She is a Certified Distressed Property Expert. Please visit her short sales and distressed properties website at [www.atlantadistressedhomes.com](http://www.atlantadistressedhomes.com)*

### What exactly IS a "Short Sale"?

You may have heard the term but are not clear on what is a short sale in real estate investing. The newest way to purchase or sell property by negotiating a discount with a mortgage company isn't very new at all.

To sum it up, a realtor, investor or homeowner con-



To sum it up, a realtor, investor or homeowner contacts the mortgage company of a homeowner who is behind on payments or facing a financial hardship in an attempt to negotiate a discount.

The lender either accepts or rejects an offer to purchase the property lower than current amount owed.

When home values fall and home owners need to sell, a short sale is a great way to create a true win win situation for everyone involved.

Most homeowners who have little to no equity cannot afford to pay the difference between what they owe and what the home will sell for. Negotiating a short payoff on the mortgage can prevent foreclosure for many people who have no alternative. Banks have been loosening their policies as of recently, making it easier to get an approval. Now is the time learn how to short a mortgage loan the correct way.

Since the sub prime mortgage meltdown and decline in real estate values, many people are overleveraged and need to sell. When there is little or no equity in a home and a homeowner must sell, a short payoff may be the answer.



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### **Ask Megan**

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*Dear Megan:*

*I lost my job and have an offer in a different state but I am current with my mortgage, will the bank consider a short sale in my situation?*

*Current But Broke!*

**Dear Current But Broke:**

**Yes, the bank will most likely consider a short sale provided you qualify for a hardship which in your case would be a job loss. Other hardships include divorce, job relocation, death in family or medical catastrophe.**

*Dear Megan:*

*I am certain a short sale would be my best option at this time. However, will this prevent me from being able to buy another home for a long time?*

*Curious*

**Dear Curious:**

**Though it will impact your credit, you may consider applying for a new mortgage loan after only 3 years from the short sale.**

**Keep in mind, you will still need to qualify on debt/income ratios.**



*Submit your questions to Megan by emailing her at [meganrdwyer@gmail.com](mailto:meganrdwyer@gmail.com)*

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### **Technology Trends**

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*In this issue: Quick Response Codes*

With Technology becoming more and more complex, cell phones are more confusing and more like computers than phones. Though I feel that there is a happy median on the balance of technology and life, face to face



contact, and the sound of one's voice versus the keystrokes of a text message, will always be much more important in the service I provide my customers with in my real estate business.

Business cards will soon be a thing of the past. Technology is ever changing and with that, more and more people are carrying smart phones. These smart phones (i.e. iphones, androids, etc.) have free apps that you can download that will scan your "Modern Business Card" or QR (Quick Response Code). These square QR codes turn urls, vcards, phone numbers, etc into a jumble of pixels that you can scan instantaneously, no typing required. They can appear on flyers, tshirts, etc. This is one technology method that I, personally, do like. It enables me to not have to type the person's information in the phone that I may or may not know how to use to it's capabilities. It really does do the work for me. So, with a quick push of the button on my phone, I can be listening to my customer's voices on the other end providing the valuable customer service that I live by.

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Website



Facebook

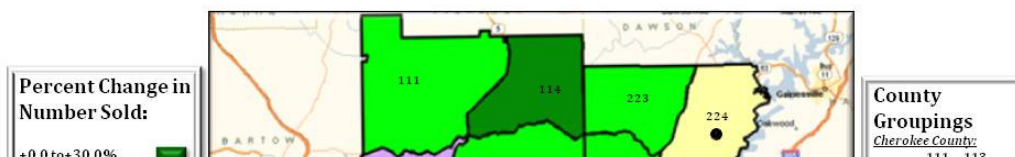


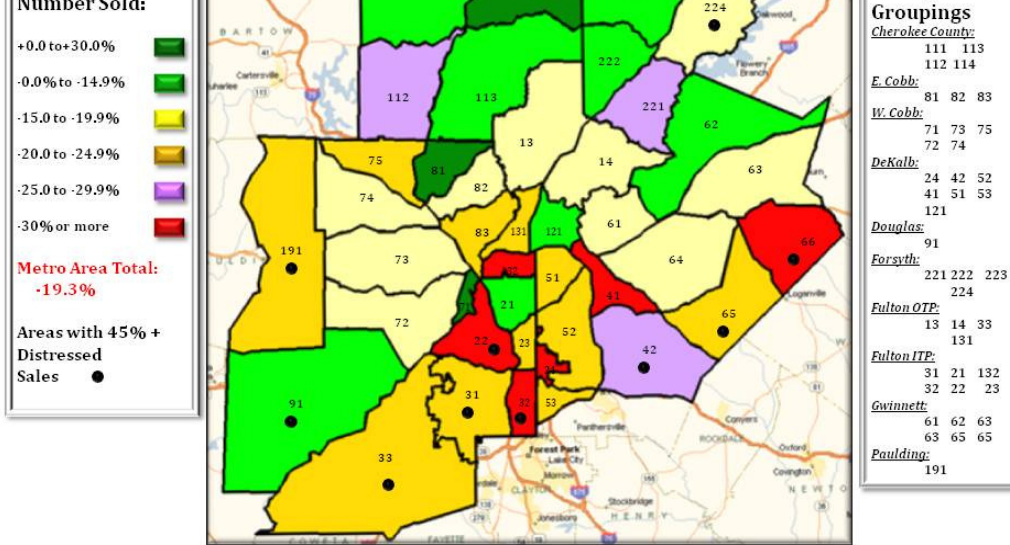
Contact Me



## 3Q 2010 Single Family Detached Residence Sales

All Changes Compared to Same Quarter of Previous Year





## 3Q 2010 Quarterly Metro Market Profile

Provided By ChartMaster Services, LLC exclusively for Keller Williams Realty  
Single Family Detached Residences

- Shown here by price range demonstrates the degree to which distressed sales are present at all prices
- Nearly half of all sales in the <\$200K price range were distressed sales during 3Q 2010 and more than 1 in 3 overall were distressed sales
- As the percentage of distressed sales changes, we will track those changes and their affect on sales and prices in your area, allowing us to provide you with superior advice and service in your next real estate transaction – **call us now to see how your neighborhood is doing!**



For additional reporting information including monthly trends, please subscribe by [clicking HERE](#).

## November Happenings

November 4 - 7, 2010

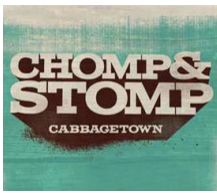


### Pow Wow & Indian Festival

Since it is getting close to Thanksgiving, why not leap into the spirit of the season? American Indian tribes from around the country are gathering in Atlanta for the Annual Pow Wow and you are invited!

November 6, 2010

November 6 , 2010



### [Chomp and Stomp](#)

Another great Atlanta festival! Live bluegrass music and all the chili you can eat (until it runs out!).

November 13 - 20 , 2010



### [A Stone Mountain Christmas](#)

Visitors will feel they have been transported back to Norman Rockwell's time as they witness a plantation Christmas.

November 19 - 30 , 2010



### [Callaway Gardens Fantasy In Lights](#)

Bundle up the family and make holiday memories with the most most spectacular Holiday Light and Sound Show in the South!

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## ***Nature Wonders***



Georgia hosts some of the most amazing sights. The terrific part is that the drive to these nature wonders are not far and they are well worth seeing. [Amicalola Falls State Park](#) is a great location to just stand in awe of this beautiful waterfall. Take a hike with the family or enjoy a barbecue with friends. Camping and recreation is also available. Parking is definitely plenty. These

falls are best known as the start of the Appalachian Trail and this 1,000 acre park features 12 miles of completely integrated trails. If tents are not where you like to sleep, this park also manages the "Hike Inn" that does require a 5 mile trek.

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**Print this coupon and go enjoy the wintery feel of ice skating!**



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Coupon TBRE0915

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 Phone: (770) 509-5067

Not valid with any other discounts or offers.  
 Please visit website for schedules and prices.  
 Expires 12/15/2010

the **MIC** THE MARIETTA ICE CENTER

**Kids Korner**



Enjoy making these crafts with your kids.  
Click [HERE](#) for the instructions.

**Recipe of The Month**



Learn to make this beautiful, festive  
cornucopia which is not only edible  
but a great centerpiece. Click [HERE](#).

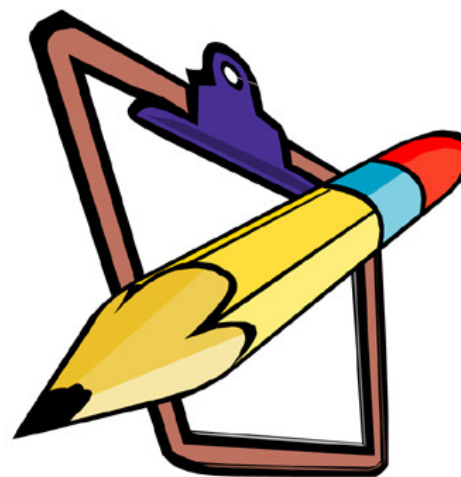
**School Calendars**

[Fulton County Schools](#)

[Gwinnett County Schools](#)

[Cobb County Schools](#)

[Forsyth County Schools](#)



**DON'T FORGET TO:**



November 7th, 2010  
 At 2 a.m.!



To remove your name from our mailing list, please [click here](#).  
Questions or comments? E-mail us at [megandwyer@gmail.com](mailto:megandwyer@gmail.com)