

IS A **SHORT SALE** RIGHT FOR ME?

WHAT IS A SHORT SALE?

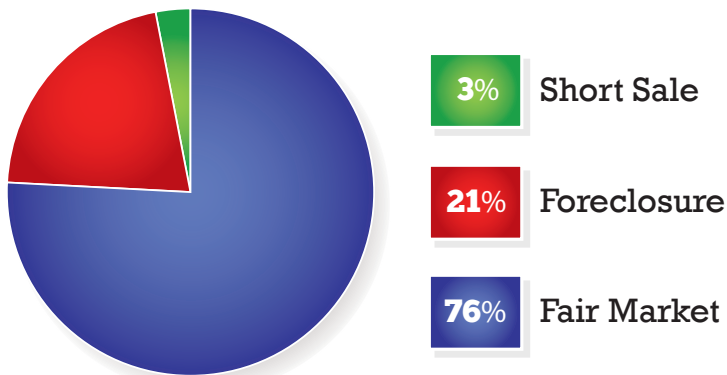
A Short Sale is a contract between a buyer and seller in which the Seller's lender is approving an agreement to settle the homeowners note for less than the full amount owed. This is typically done in markets where the homeowner owes far more on the loan than the property is worth on the open market.

CAN ANYONE DO IT?

In a word? No. You must be able to qualify for a short sale through documented financial hardship. Short sales are not easy and should be handled only by **MOTIVATED** sellers and experienced Realtors. Short sales also have financial and legal implications, so specialists in those fields should also be consulted.

DISTRESSED MARKET

1 IN 4 HOMES SOLD IN 2010
was a Distressed Sale.



24% of homes sold in 2010 involved distressed mortgages of some sort. So literally 1 in 4 sales were either foreclosed, short sold, or auctioned as a result of loan default or slow payments. Distressed owners should consider all the options available to them: loan modification, leasing, short sales and auctions are better solutions than having a home go to foreclosure.

LOAN MODIFICATIONS

1 IN 4 HAMP loan modifications
even make it to trail stage



Less than 1 in 10 succeed.



The HAMP loan modification program by and large has been a failure. Only 1 in 4 modifications make it to the trail stage, and then only 1 in 10 actually succeed. A home must be able to appraise for more than what is owed to qualify which is why many homeowners turn to short sales to sell their properties.