

UNDERSTANDING SHORT SALES

A GUIDE FOR HOMEOWNERS

Key Takeaways

- A short sale occurs when a lender agrees to sell a property for less than the outstanding mortgage balance.
- The process involves both the bank and the seller.
- Patience is key for both buyers and sellers due to the intricate process.

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10 Possible Benefits of A Short Sale

1. Sell at market value, which is less than the mortgage owed.
2. Eliminate mortgage debt, often with debt forgiveness.
3. Less damaging to credit score compared to foreclosure.
4. Maintain the dignity of selling your home.
5. Stay in your home until the sale is completed.
6. Operate on your own timeline.
7. No fees - the bank covers all costs.
8. Sell "as-is" without any home repairs.
9. Discreet handling of the sale.
10. Potential for bank-provided "relocation assistance"

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What Is Required to Complete A Short Sale?

- Home value must be less than the mortgage balance plus selling fees.
- Must have an extenuating circumstance preventing mortgage payment or home retention.
- Foreclosure, unemployment, or mortgage delinquency is not required.

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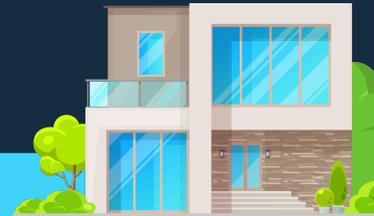




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Why Would A Lender Accept a Short Sale?

- It's often less costly than foreclosure.
- Foreclosures involve longer processes, risks of property damage, and high legal fees.



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Why Do Homeowners Choose To Do a Short Sale?

- Preferable to foreclosure for reasons like control over the process, reduced credit impact, and potential tax benefits.
- No cost to the homeowner and no profit made.

7 Steps of the **SHORT SALE** Process:

1. Hire a real estate agent.
2. Contact the lender(s).
3. List the property and accept an offer.
4. Submit a short sale package to the lender(s).
5. Await lender review and approval.
6. Enter and complete the escrow period.
7. Close escrow.

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The Short Sale Experts at MCJ Property Group!

1. We have short sale experts we work with that have 10+ years of experience.
2. They've negotiated up to \$5,000 for our clients at closing in certain cases. Results may vary.
3. Our experts handle the entire process and it may be possible to **stay in your house for up to 9 months!** Results vary.

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