Real Estate Agents: Processing Short Sales is Easier Than You Think!

By Brian Wilcher

As the number of short sales across America continues to increase, it should come as no surprise that the number of “short sale processing companies” who charge their clients fees to negotiate a short sale with their lender is increasing as well. While some of these companies are legitimate, the majority simply seeks to prey on distressed homeowners--unfortunate borrowers who can no longer afford to pay their mortgages and have found that they owe more than their property is worth--by charging exorbitant fees to complete a relatively simple process.

However, savvy real estate agents are making the effort to learn the straightforward procedure of negotiating short sales on their own rather than letting these companies take what are legitimate business opportunities away from them. And, what they are finding is that determining the fair market value of the property, making the offer to the bank, and completing the required paperwork is a much easier procedure than these so-called “short sale experts” would lead them to believe. Factor in the agent’s expertise in finding a qualified buyer--which will help secure a healthy commission once the short sale transaction is completed--and the benefits of taking the time to learn the process is a no-brainer. While it’s true that the short sale process can take a while before it’s finally completed, smart agents are finding that the time and effort is paying off and helping them succeed in today’s tough real estate market.

So, don’t believe the naysayers; learning to process short sales is easier--and the benefits greater--than you may think!

Summary

If you are a real estate agent, you’ve probably been led to believe that processing a short sale is a difficult process with little reward (at least that’s the what the “short sale processing companies” are saying!) However, nothing could be further from the truth--something *smart* real estate agents are discovering each and every day.