

What is a Short Sale?

A short sale can be an excellent solution for homeowners who need to sell, and who owe more on their homes than they are worth. In the past, it was rare for a bank or lender to accept a short sale. Today, however, due to overwhelming market changes, banks and lenders have become much more negotiable when it comes to these transactions. Recent changes in corporate policy and the Obama administration have also improved the chances of getting a short sale approved.

But to be technical, here's a more official definition:

- A homeowner is 'short' when the amount owed on his/her property is higher than current market value.
- A short sale occurs when a negotiation is entered into with the homeowner's mortgage company (or companies) to accept less than the full balance of the loan at closing. A buyer closes on the property, and the property is then 'sold short' of the total value of the mortgage.

For homeowners to qualify for a short sale, they must fall into all of the following circumstances:

- **Financial Hardship** - There is a situation causing you to have trouble affording your mortgage.
- **Monthly Income Shortfall** - In other words: "You have more month than money." A lender will want to see that you cannot afford, or soon will not be able to afford your mortgage.
- **Insolvency** - The lender will want to see that you do not have significant liquid assets that would allow you to pay down your mortgage.

This seems simple enough, but it is a complicated process that takes the expertise of experienced professionals. Find a CDPE in your area by clicking [here](#). Together, you can identify all possible options and, when possible, a CDPE can assist you in the quick execution of a short sale transaction.

Diana Durham is a Certified Distress Property Expert and can help you through this difficult situation. Contact her at info@thepreferredteam.com.

Buying a Short Sale or REO (lender or bank owned) Property

Arizona foreclosed homes for sale are a rare opportunity for buying distressed real estate. These days, investing in property has to ensure future profits, and that's exactly what Arizona foreclosure homes or short sales offer. Since they are sold for below market prices at auction, foreclosures allow you to buy property for a discount that has the chance for big growth in value. Our online listings are all you need to find the perfect opportunity! See our page on the front page on searching mls and you can define your own search.

Learning about foreclosed homes in Arizona is key to making a successful investment, and it's our goal to make sure you have all the resources on foreclosures in Arizona you need. From

choosing between Arizona HUD homes, government foreclosures or bank auction property, to learning about buying foreclosure homes in Arizona for the lowest price, you'll find it all here.

There are specific strategies to purchasing these properties to maximize the investment. Let Diana guide you through the maze. For info just drop a note to Diana@thepreferredteam.com