

Record High Foreclosure Rates in the Nation offer Prime Opportunity for Broker/Agents

By: Lauren Ellis Galey

Foreclosure rates nationwide jumped by 24% in August from the previous month, which is a 53% increase over last year and a record high for 2006, according to RealtyTrac, an online marketplace for foreclosure properties.

Loss mitigation experts expect this trend to continue across the nation over the next several years.

“Over the next 12 to 36 months, real estate foreclosures are going to substantially increase and we will experience significant property value declines in certain geographic markets of our nation,” said Phillip Comeau, an innovative leader in mortgage delinquent loan management, speaking at an annual meeting of the nation’s loss mitigation experts at the Five Star Default Servicing Conference, in Dallas, Texas.

The states Colorado, Nevada and Florida rank the highest in the nation. Colorado’s number of foreclosures spiked by 60% over the previous month and now has over 11,000 homes in pre-foreclosure. Nevada has one new foreclosure filing for every 430 households with over 6000 homes ready to foreclose. Florida foreclosure activity jumped to it’s highest level of the year so far, according to RealtyTrac, with over 25,000 homes in pre-foreclosure.

Other states that rank in the top 10 foreclosure states are: Georgia, Texas, Michigan, Ohio, Illinois, Indiana and Utah.

As a licensed real estate agent or broker, now is the time to learn pre-foreclosure strategies so that you can position yourself as the expert while this trend grows exponentially across the nation.

While many homeowners who receive an NOD (notice of default) don’t know what to do, real estate agents can help homeowners avoid foreclosure by listing the “upside-down” property for sale and negotiating a discount or a short payoff on the mortgage with the lenders.

The process is known as a short sale, and specially- trained short sale real estate brokers and agents are now in high demand by not only upside-down homeowners, but also lenders who will save tens of thousands of dollars or more by avoiding the high cost of the foreclosure process.

By educating yourself and your clients, licensed real estate agents and brokers can offer a variety of solutions to homeowners, as well as the ability to sell the equity-deficient home.

“A real estate agent or broker has a vital job to do in the pre-foreclosure market, which is growing exponentially across the US, “ says Margot Murphy, The Short Sale Pro and licensed broker in Portland, Oregon. “Now, more than ever, an agent or broker can truly help a homeowner out of a tight situation by selling the equity-deficient home and creating win-win-win-win situations for all parties involved.” Click here for more info

http://www.realestateproguides.com/short_index.htm

“The information is really incredible, “ said Tawni Wingstrom, a broker in the nation’s highest foreclosure state of Colorado, “I am now equipped with strategies that allow me to create winning

situations for all parties involved. My first short sale was a piece of cake and I now feel really good that I can be of value to my clients.”

“Short Sales fail when real estate agents don’t know how to be proactive in the process and negotiate with banks to accept a short sale purchase offer,” Murphy said, “ Murphy said, who has trained over 1200 agents across the nation on short sale strategies via her website www.realestateproguides.com.

In a traditional listing, Realtors™ help their clients list, market, and sell their home to a buyer. In the case of a short sale transaction, the agent or broker not only lists, markets and sells the home, but the broker also negotiates directly with the lender to settle the mortgage payoff at a discount of the balance due on the note. The broker/agent is paid an industry-standard commission by the lender, not the seller, which is advantageous for the homeowner.

“This type of real estate listing is challenging, but also very rewarding because everybody wins in this situation. The bank or lender wins, the buyer wins, the seller wins and the broker who closes the deal wins because the lender pays their commission. I teach Realtors™ how to perfect this important strategy because I think it’s only going to grow as a market sector in the coming years.”

“If enough agents are equipped with this knowledge, it literally can help hundreds of thousands of homeowners across America,” Murphy lamented.

To learn how to perform Short Sales as a licensed broker/agent, click here:

www.realestateproguides.com/short_index.htm

Margot Murphy is the founder of <http://www.RealEstateProGuides.com> which teaches the pre-foreclosure niche strategy to thousands of licensed real estate professionals nationwide. Advanced short sale training has been widely received in the softening California markets of Sacramento and San Diego, and now Murphy and her crew are focusing on the east coast, offering live online training and home-study courses for licensed broker agents.