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Short Sale, A Practical Approach

Danny Cachuela



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The book, designed for buyers, sellers and agents, is a "how-to" guide to handling of short sale. In light of the housing bubble, the book is released timely to help those who can't sell their home because the debt on their home is higher than its value. The book shows step-by-step how approval is obtained from the lender for a short payoff of the loan. Homeowners experiencing financial hardship do not have to face foreclosure. The short sale alternative, if approved, is a better choice. Agents who do not understand short sale will discover the mystery behind short sale--why it is done.and why the lenders prefer it over foreclosure. It is a market niche that agents should get into. For those who do not wish to do the negotiation side of short sale, this book will enable them to explain to the seller what short sale entails. The agent's problem today is that homes are not selling. With short sales, homes do sell!

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