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BG couple open Realtor business specializing in 'short sale' of homes

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WRITTEN BY DEBBIE ROGERS SENTINEL STAFF WRITER

FRIDAY, 03 JULY 2009 13:01



Foreclosure can be a thorny issue for homeowners to wade through on their own. A Bowling Green couple, Kim and Don Rose, have opened a new business specializing in short sales and also the "regular" Realtor business.

"We help traditional sales by discounting our fees but we also specialize in short sales," said Kim Rose, who formerly owned an Assist-to-Sell franchise in the area. The husband and wife each have 10 years experience in the Realtor business. The couple started operating Discount Realty Services out of their Cross Creek Road home June 1. She said they offer full service to people selling homes, but without the overhead. Their fees depend on what the seller wants. "Some people just want MLS (Multiple Listing Service) and that's all. Some people want full service and open houses. Depending on what the individual's needs are, we decide on fees."

Discount Realty Services specializes in helping people who are facing foreclosures, Rose said. The Roses have earned the Certified Distress Property Expert designation.

"One of the things my husband and I specialize in is short sales and that is a growing niche especially when the times are the way they are."

A short sale occurs when the seller owes more than what the home is worth, Rose said. Her business can negotiate with the lender and the lender pays the fees. A buyer closes on the property and the property is "sold short."

There are choices for homeowners who are about to lose everything. Statistics point out seven out of 10 property owners facing foreclosures don't seek help from a qualified counselor. They just need to pick up the phone or visit the Web site, Rose said.

"I open the newspaper and it saddens me every time I look at the foreclosure list. There are options out there ... and we can help

save their credit with the short sale of a home."
 For more information call (419) 481-6333 or visit www.stopmyOHforeclosure.com.

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LAST UPDATED ON FRIDAY, 03 JULY 2009 13:02

