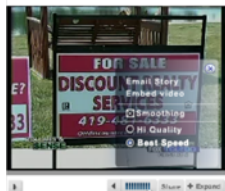




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Short sales offer options

Could help homeowners avoid foreclosure

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Michelle Zepeda

Bowling Green, oh - It's a phrase that seems to be coming up a lot lately, short sale. But this is a term you should know about because it could actually help you avoid foreclosure. If you can't keep up with your house payments or just need to sell your house fast, this could be an option for you.

Realtor, Don Rose, says we are seeing more and more homes being abandoned after the owners are forced to move out after a foreclosure. "we open the newspaper and see anywhere from 60 to 80 or 90 homes going for the sheriff's sale. Those are people, that if they would've raised their hands and said I need some help, we could've helped them out."

Kim and Don Rose, are married, and have both been in the real-estate business for 10 years. Now, the couple just started [Discount Realty Services](#), specializing in short sales.

Kim Rose explains, "when home owners owe more on property then the property will sell for, that's considered a shortfall."

And that's when Kim and her husband can help. Kim says, the Realtor's job is to negotiate for the seller and show the lender that it is in the lender's best interest to accept the short sale versus foreclosing on the property. "It costs the banks thousands of dollars to hold onto a property the property gets damaged."

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most cases it's in their best interest to settle with the home owner.

Also, enlisting a realtor's help in a short sale will cost the home owner nothing, that's because the lenders or banks pay for the realtor's commission.

You can contact Kim and Don Rose at 419-481-6333 or at thier [Website](#).

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