

# Wiz Realty

## Short Sale Experts

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***Options and Solutions  
For Homeowners  
Facing Foreclosure***

# Trying to avoid Foreclosure?



- Stopped making mortgage payments or thinking of doing so?
- Are you experiencing a financial hardship?
- Do you have little or no equity in your home
- Has the Sheriff come knocking to deliver court papers?
- Have you had trouble selling your house?
- Trying to avoid foreclosure and worried about your credit?
- Tried loan modification and got denied?

**If you answered yes to any of the questions above..... Then you are a Short Sale Candidate...**

# What is a Short Sale?

In a **short sale**, the borrower is unable to sell the property for a price that will cover the total amount due on the loan. Your Lender may be willing to accept less than the total payoff due, which is referred to as a short sale. The decision to accept a lesser amount is usually based on the property value, as determined by appraisals or bonafide purchase offers. If the fair market value is less than the payoff, an amount closer to the current fair market value of the property may be accepted to pay off the loan. Your lender must be paid all of the sale proceeds, net of reasonable fees and costs associated with the sale.

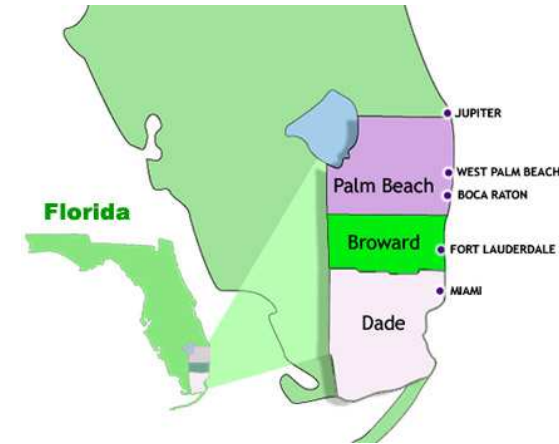
## Short Sales vs. Foreclosures

- **Property is sold, lender accepts proceeds as payment in full** vs. Lender takes title and forces the sale of the property.
- **Likely that deficiency judgment will not be filed** vs. Lender files deficiency judgment.
- **No foreclosure appears on credit** vs. Foreclosure appears on credit.
- **Short sale reflects on credit for 1-1 1/2 years** vs. Foreclosure reflects negatively on credit for 5-7 years.
- **FICO scores drop between 75-125 points** vs. FICO scores drop between 200-280 points.
- **You stay in your homes until the short sale closes** vs. You are evicted from your home.



# Is a Short Sale my best option?

- In Palm Beach County, 1 in every 319 homes are in foreclosure. There are 14,793 homes in pre-foreclosure right now!
- In Broward County, 1 in every 112 homes are in foreclosure. There are 21,304 homes in pre-foreclosure right now!
- In Dade County, 1 in every 187 homes are in foreclosure. There are 16,595 homes in pre-foreclosure right now!



Consider the fact that banks DO NOT want to own your home! Lenders are increasingly more willing to work with homeowners faced with "legitimate" financial hardship to accept a discounted payoff on a mortgage balance. If you are faced with a "legitimate" hardship that makes it likely you will be unable to meet your obligation on your mortgage payments, the lender would prefer to settle the matter with you as opposed to taking the property through foreclosure.

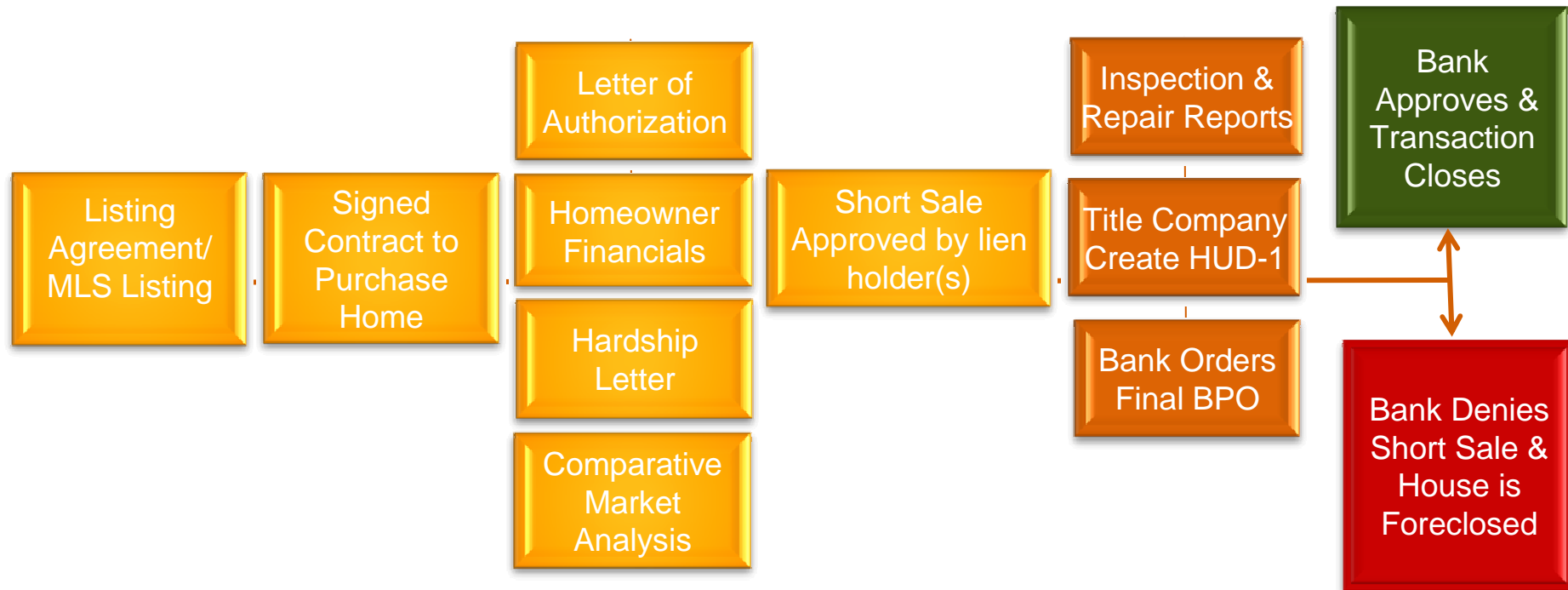
As you consider the option of pursuing a Short Sale, keep in mind that your lender is looking to limit any potential loss on the loan. By successfully completing a Short Sale, your lender has arrived at a solution, that is, for them, much better than a foreclosure.

# Foreclosure Process and Estimated Timeline



**Total Approximate Time 8-10 Months**

# Short Sale Process NOT APPROVED Up Front



Our track record clearly indicates that once a short sale is being handled by our expert professionals time of the process is being cut by 43% and the success ratio climbing to 86.5%/ vs. 7% of industry's average.

# What will it cost to short sale my home?



## Nothing. Zilch. Nada. Zero

Wiz Realty will never charge a fee for performing debt negotiation and acquisition of your property. We realize that homeowners facing foreclosure are experiencing daily hardship already and have better priorities to deal with than to be charged with fees.

We will bear all necessary expenses in conjunction with the short sale transaction throughout the entire process including legal representation, professional services such as appraisals and inspectors and daily expenses of our experts while negotiating a successful short sale until closing.

Some of the expenses will be paid by the lender such as real estate taxes, transaction fees and others.

# Who are we?

**Wiz Realty Short Sale Experts Department** was formed as a consulting solution answering the growing need of homeowners who are experiencing financial hardship while losing equity in a form of overleveraged real estate properties. The founders and the professionals at **Wiz Realty Inc.** bring a combined experience for over 50 years of real estate, marketing, acquisition, debt negotiation, lending and professional knowledge.

We intend to provide a solution to homeowners using the option of a short sale. Once a homeowner determines that a short sale is their best resolve we will collect all necessary documentation and present to the lender for a review as a short sale candidate.



In today's market lenders are represented by negotiators and industry experts in order to minimize their losses when negotiation for a short payoff is taking place. Homeowners facing foreclosure need an aggressive firm, like us to negotiate with banks at the same level for a favorable short pay resolution to the homeowner. We provide a perfect solution to both, the troubled homeowners and the lender in the current real estate crisis.

We are an approved investor with most of the banks doing business in South Florida, and over the years we have developed a close relationship with decision makers of these banks. Often we are able to contact bank managers directly and work out a favorable solution to the distressed homeowners.