

SHORT SALE IN SURPRISE, ARIZONA: When it is the best option

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[Foreclosure](#) and [short sales](#) are becoming part of everyday conversation in Surprise, Arizona, it seems. Many clients wonder when a short sale is really their best option. The simple answer is a short sale is your best option if a foreclosure is pending against you. In fact, the short sale as an attractive option (for both the homeowner and the mortgage lender) is really a direct response to the current housing crisis.

A short sale occurs when the mortgage lender allows the homeowner to sell the house for less than what is owed on the loan. Why would a lender agree to this? First, it allows the lender to avoid adding another piece of property to their foreclosed inventory (which for many lenders is overloaded already). The lender also saves time and money in avoiding the foreclosure process. Finally, in most cases, the lender can get more money from the short sale than it can at a foreclosure auction.

Most successful short sales occur when the homeowner is in default on the mortgage loan (more than 3 payments in arrears) and in the pre-foreclosure process. A bank is typically more motivated to agree to a short sale when it appears that foreclosure is imminent.

A homeowner's credit score will be adversely affected by a short sale, but generally the hit will not be as bad as if the house had been foreclosed. A short sale doesn't actually appear on your credit report. Rather, the status of the loan is what is noted. For instance, many times the report will show "paid in full for less than agreed."

If you are not sure if a short sale is the right option for you, meet with a qualified lawyer to discuss your individual circumstances. Having a short sale lawyer on your side can not only take some of the pressure off of you, it will help the chances of your short sale being successful.

*If you are considering a short sale or filing for bankruptcy protection, call **The Dodds Law Firm, PLC**, located in Surprise, Arizona, at [623-209-8923](tel:623-209-8923) begin of the skype highlighting 623-209-8923 end of the skype highlighting. [The Dodds Law Firm, PLC](#), serves clients primarily in the areas of Fair Debt Collection Practices Act violations, Chapter 7 and 13 bankruptcies, and issues of Unfair or Deceptive Business Practices. Our firm is committed to protecting the rights and benefits afforded to all individuals under state and federal law, as well as the U.S. Constitution.*