

What is the SSA Advantage?



At Short Sale Advantage, we recognize the complexities of the real estate industry today. With a shift in our market, selling a home can be more challenging than the standard resale of years past. Our professionals know the intricacies of a short sale and work to ensure your transaction closes.

Working on behalf of sellers, the SSA team ensures this stressful time receives the care and attention needed by working directly with the lender(s). We are confident that we are the solution when a homeowner needs a fresh start.

About Us

With a diverse background in real estate, our negotiation team offers the experience of nearly twenty years in the industry; our team provides the insight, time and persistence to get a short sale transaction approved by lien holders. Additionally, escrow and customer service backgrounds provide ultimate satisfaction for agents, homeowners, and lenders.

Our professionals provide a welcomed approach to moving a short sale to close. Backed by the strength and financial stability of Mother Lode Holding Company, Short Sale Advantage is locally owned and operated, allowing our team to make decisions and granting us the ability to custom-tailor our services to meet the needs of our customers.

A few of the many benefits include:

- SSA acts as a neutral third party
- SSA allows the real estate agent to focus on the needs of their clients
- SSA eliminates the headaches associated with receiving short sale approval from lenders

Why should a negotiator be used in a short sale transaction?

The negotiator evaluates all liens and determines qualification for the short sale, working with the real estate agent to obtain documentation needed for lender approval. The negotiator acquires an estimated HUD settlement statement reflecting all terms in the contract between the buyer and seller, updating documents and submitting them to the Loss Mitigation Department of the lender(s). A real estate agent may choose to work with a short sale negotiator to avoid direct lender contact, eliminate the mountain of paperwork needed for short sale approval, and save time that is better used focusing on client relationships. Additionally, using a negotiator allows the real estate agent to remain an advocate for their client without becoming entwined in the seller's sensitive and confidential financial information.



SHORT SALE ADVANTAGE
A MOTHER LODGE COMPANY

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Your Personal Advantage!