

*In a market that demands highly skilled professionals to navigate successful transactions, AZ Short Sale Experts is a team to count on. Our services help free you up to do what you do best  
...SELL!*

## FOCUS ON WHAT YOU DO BEST... WE DID!!

- We work with you to pre-qualify your seller and to formulate a strategy for the market and the banks.
- We prepare, submit and process a comprehensive short sale package to the seller's banks.
- We coach Agents through the very confusing maze of short sale transactions.
- We negotiate Short Sales to find a successful solution for you and your clients.
- We help your client Avoid Foreclosure and recover the Arizona Housing Market.

Help your client go from **FORECLOSED** to **SOLD** with a Bank Approved Short Sale.

**CALL US TODAY FOR A  
FREE CONSULTATION  
1-866-521-3654**



CONTACT A REPRESENTATIVE TODAY:



**AZ SHORT SALE EXPERTS, LLC**

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## SHORT SALE SOLUTIONS...

**FOR** Real Estate Agents,  
**BY** Real Estate Agents



[AZShortSaleExperts.com](http://AZShortSaleExperts.com)



- Short Sale Coaching
- Short Sale Referrals
- Short Sale Package Prep
- Short Sale Classes
- Short Sale Negotiating
- Short Sale Forums

*In the 2nd Quarter of 2008, one in every 70 households in Arizona received a foreclosure filing, giving Arizona the nation's third highest state foreclosure rate. (RealtyTrac.com)*

## DO YOU HAVE A SOLUTION FOR YOUR CLIENT?

# SHORT SALE NEGOTIATING SERVICES FOR REALTORS®

If you are still in real estate in the post housing boom of the Phoenix Metro Area, consider yourself fortunate. Following a season of unprecedented growth came a season of record foreclosures. You were there for your clients in the boom, don't be missing in action when they need you most!

### SHORT SALE PROBLEMS

There is no getting around it, try as one may... Short Sales are a part of today's real estate fabric. Most agents we meet have been forced to deal with Short Sale transactions and as a result they have nothing favorable to say about their experience. While the reasons for this lack of zeal are varied, we do see a pattern. Fundamentally, agents are not set up to handle these types of transactions. Normal real estate sales have enough challenges on

their own. They do not need help with fickle buyers, unreasonable offers and non-responsive banks.

But it doesn't have to be this way. We have a Solution!

### SHORT SALE SOLUTIONS

AZ Short Sale Experts was started by licensed Arizona Real Estate Agents. The policies, procedures and best practices have all been developed by our first hand experiences learned while actually working short sales. We are "in the trenches" doing the work of Listing, Selling and Negotiating.

This is the very thing that makes us unique compared to other short sale companies, and the very reason why we are successful.

Whether you are representing Buyers or Sellers, we have the tools and the talent to make sure

your short sale transactions are smooth and successful.

We can help you with Short Sale Negotiating Services (retain the Listing), Representation (refer the Listing), Coaching and Package Prep & Submission. In addition, we teach several Short Sale Classes around the Valley that help equip you to effectively represent your Buyers and Sellers.

### AFFORDABLE ALTERNATIVE

Short Sales are often referred to as the brain surgery of real estate. Don't be caught in the operating room without the right team of surgeons at your side. Get Help!

We offer a full suite of services designed exclusively...

**FOR Real Estate Agents,  
BY Real Estate Agents.**

### • PACKAGE PREP SERVICES

**\$500** paid by the Seller  
**\$395** paid by Agent

### • AGENT COACHING SERVICES

**\$750** paid by Agent  
(**\$250** at Listing; **\$250** at Contract; **\$250** at Closing)

*Short Sale Package fee from Seller applies*

### • NEGOTIATION SERVICES

**25%** of Listing side of commission paid by Agent at COE

*Short Sale Package fee from Seller applies*

### • SHORT SALE REFERRALS

Referral fees paid broker-to-broker at COE according to the following fee schedule:

**15% > \$500K Sale**  
**\$500 < \$500K Sale**  
**\$250 < \$250K Sale**

*Short Sale Package fee from Seller applies*

All negotiations are performed by Markov-Kutz, PLLC, licensed through HomeSmart.

**AZShortSaleExperts.com**