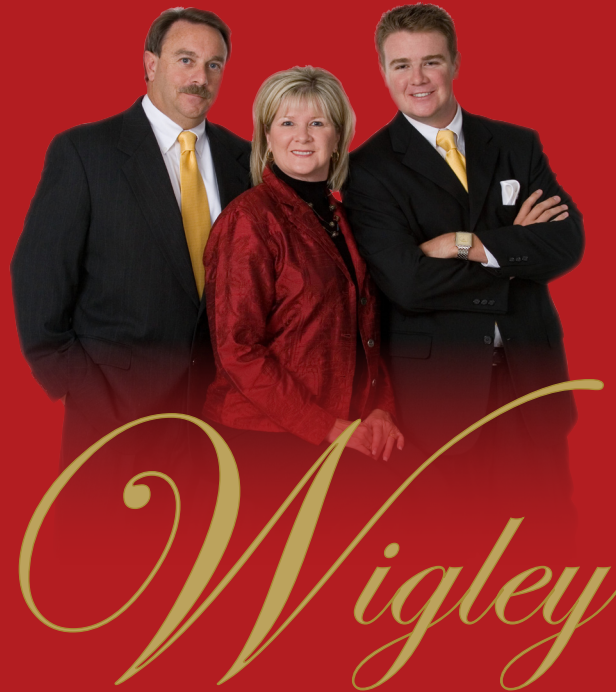


Denise Wigley has reached a new height in customer service for the real estate market in Bakersfield. With well over 700 homes sold in Bakersfield in the last 11 years, she has developed an expertise for the needs of buyers and sellers.

Armed with a Certified Short Sale Professional designation and an increased awareness of the principles of short sales, Denise Wigley and her team are immediately able to better serve their current and prospective home sellers that may need to short sale their home. Their knowledge and skills set them apart from their peers, because they have the tools to assess a homeowner's situation and properly guide them and the buyer of the property through all the necessary approval processes required to short sale a home. Denise and her team will help you prepare the required documentation, navigate through the mortgage framework and help keep your property from being foreclosed upon.

Throughout the process of selling your home, Denise makes sure that your best interests are served, just like you would for your friends or family. This is why Denise has a very high number of repeat clientele, demonstrating her commitment to customer service. She has received many awards, but her most valuable reward is assisting her clients with their real estate needs.

Denise and her team has access to many marketing tools and opportunities to help you sell your property. With a dedicated marketing team, cutting edge technology, and the fastest growing Real Estate Company in Bakersfield, Denise is able to respond to your needs and provide you with your desired attention.



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Bankruptcy:
it's not your only option

What to know
before walking away
from your home



During these times of unprecedented economic difficulty, many families are facing the very real threat of foreclosure. When faced with this threat, it is important to know that you have more options available to you than just walking away from your home or filing for bankruptcy. Don't give up! You have options.

There is an opportunity for a prosperous future with a financial recovery. How fast and strong you recover from this precarious situation greatly depends upon how you choose to exit your current financial difficulties regarding your home.

Before you walk away from the dream of owning your home, it's important to choose someone to properly advise you of your options, explain the outcomes, and point out the pitfalls of real estate foreclosure. Make sure you talk with Denise, a Certified Short Sale Professional (CSP) who is knowledgeable in foreclosure avoidance. Also make sure that if you choose another advisor, make sure they use the California Department of Real Estate (DRE) sponsored systems for loan modification or short sale, otherwise you will likely spend more good money without any beneficial results.

Undoubtedly, you will have questions about what to do. Here are some answers to a few frequently asked questions regarding options to avoiding foreclosure. Like most other situations in life, your situation may, and probably will, vary, and you should seek the advice of an attorney, CPA, and financial advisor before you make any final decisions.

What is a Loan Modification?

A loan modification is a re-negotiation of your existing loan to something that you can afford. The best case scenario is to get in touch with your lender and begin the discussion of a loan modification prior to missing any payments.

How much you owe vs. what you can afford to pay for a mortgage is the primary reason most people find themselves in this situation in the first place. The majority of people now seeking relief accepted a loan at a teaser rate knowing it would adjust. They were hoping the market would continue to increase and that they could re-finance at a fixed rate after their minimum period expired. Your ability to qualify for a loan modification is the same criteria lenders use to qualify any buyer for a loan.

What is a Short Sale?

A short sale is a sale of real estate in which the proceeds from the sale fall short of the balance owed on a loan secured by the property sold. In a short sale, the bank or mortgage lender agrees to discount a loan balance because of an economic or financial hardship on the part of the mortgagor. This negotiation is all done through communication with a bank's loss mitigation or workout department.

Although this process sounds simple in theory, in reality, it requires the need for a specialist who can navigate through the complexities of the process, and minimize the collateral damage to your credit rating and tax consequences of a short sale.

At its best, a short sale can be a win-win for both parties. For the seller, a short sale provides the opportunity to avoid foreclosure and the dreaded implications that a foreclosure brings, in addition to being able to return to home ownership sooner; alternately, the lender receives most of the value of the loan sooner, and avoids incurring additional legal or carrying costs while the foreclosure process plays out, which can sometimes take years.

What is the difference between a Short Sale and a Foreclosure?

To help understand how a short sale would relate to, or differ from, a foreclosure, it may be helpful to point out that short sales can also be referred to as "pre-foreclosure sales" which, as the name implies, precedes the home being officially repossessed or foreclosed on by the lender. That is, the property is sold much earlier than the months it typically takes to reach foreclosure, allowing all parties to move on from the transaction sooner.

How long does it take?

Although response times vary from lender to lender, it can take two weeks or as long as 6 months to receive an approval of a short sale from a lender. This is in addition to the time it takes to find a qualified buyer of the property.

What does it cost?

Every situation is different, and therefore difficult to answer. In most cases, the sales commissions are paid by the lender in a short sale. In a loan modification, there may be some fees that you would be required to pay.

Can I stay in my home?

Throughout the process of both loan modifications and short sales, you can stay in your home. However, in the case of a short sale, once the lender approves the sale of your home, you would be expected to move out at the close of escrow, just like any other sale.

