



If It Sounds Too Good To Be True, It's a Short Sale

"A short sale is when a bank or mortgage lender agrees to discount a loan balance due to an economic or financial hardship on the part of the mortgagor." (from Wikipedia)

If you have your eyes set on an unbelievable "bargain" on the market, remember the adage "If it sounds too good to be true, it probably is"..... Here's my take on this real estate fad sweeping the Multiple Listing Service, newspaper ads, and realtor pages.

Initially seen as a market savior by realtors, a burden relief for sellers, and damn good sense for buyers, the short sale is starting to show the ugly side. The ugly side is brought to you by none other than**the lenders allowing the sale!** (We have a lot of new readers this month so I should share my opinion of **most** lending institutions: Racketeers with ties. Fair weather friends. Relationship people with an asterisk. Crooks with collars....well you get the idea).



Did you ever wonder why it's called a "Piggy Bank?"

I'll get a couple of emails from my banker buddies saying "You don't understand the system"....I do though. I understand that banks agree to allow a short, close its eyes to a list price typically so ridiculously low price that they'll never allow to be accepted, cut realtor commissions or not even pay them, don't return phone calls, don't allow phone calls in...well, I do get it. I do get that it takes months, and an instance I read about, over a year...I get it that you still don't have a clue about the market that you originally loaned

money in (locals excepted) I get that you don't like to pay your obligations outstanding because you're already losing money on bad investments...

I'm not a fan of short sales, but if you're a buyer and have the patience of a saint, you just might get.

Support Local Business Update

Last week I was asked about local businesses and if I had gotten any feedback on promoting them. Before I could answer, he did for me. "I think JR needs a shot in the arm..." Silly me. he certainly could...so here goes: JR Delfino is a local businessman in the Internet, video marketing and such type of biz. His company handles all our web work , photography, Ad design and such. Give him a shout to make a better web presence. Check his website then, pop him an email ... www.Delfinomediaplus.com

Evolution of "Green" Building.



Pre 20th century– structures were designed and built by builder-architects who really "got it". They envisioned the big picture from design through construction and lifetime operations. They incorporated enduring passive designs and simple mechanical systems to heat, cool and light. Somewhere around the 1930s things changed and new technology forced more changes. The builder-architect went away and a new generation of specialized "professionals" entered the picture with a vision of only one aspect, such as lighting or air conditioning, and ignored climate issues and their effect on the buildings and occupants. Everyone saw the individual picture and lost that integrated, whole system thinking.

In the early 70's a small group of forward thinking architects, environmentalists and ecologists began to question the advisability of building that way. By the end of the 70's, fueled by an energy crisis, the movement of Green (though not called that) began to root.

NEXT MONTH: Sustainable Building and moving to Green

(Material source: Green building .com)

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