

Foreclosure Info

A foreclosure is where the sellers have gotten behind on their mortgage payments.... and after about 3-4 months the lender puts the property into a foreclosure process that generally takes 30-60 days. The property is auctioned at the courthouse in the county it resides in. The starting bid is the mortgage balance. If no one bids (these are CASH only sales) then the lender takes the property back. The lender then lists the property for sale with a local Real Estate Office. The former owners are asked to leave or are evicted. Many foreclosures are listed for OVER fair market value. They sit on the market unsold for 2-3 months and then the lender may reduce the price. HUD foreclosures are listed at the appraised value. HUD never repairs the house while VA & other lenders may choose to do repairs to get a higher price.

MANY FORECLOSURES CAN BE GREAT BARGAINS!

There are basically six types of foreclosures: Conventional, FHA, VA, Private, and Pre-Foreclosures/Short Sales. FHA foreclosures are open for bidding for about 10 days, then they take the highest bidder with a initial requirement to only owner-occupants. Conventional and VA foreclosures are available just like any other . . . place an offer . . . get a response. Many times the selling mortgage company rehabs the property and Lists it for a bit OVER full market price! HUD foreclosures are listed at actual APPRAISED value (FHA appraisal).

There are 2 types of Pre-Foreclosures... Motivated Sellers that will be or are going into foreclosure... AND... SHORT SALES... Short Sales are where the seller's mortgage company has agreed to allow the seller to sell the house for UNDER their mortgage balance AND under market value to avoid the foreclosure entirely! Short-Sales are very different . . . it can take up to 2 months to hear if your bid is accepted . . . and then even longer to close many times . . . there are no guarantees on closing. Pre-foreclosures and Short-Sales can be very good buys.

ALL foreclosures are sold AS-IS.... there is virtually no chance of negotiating with the mortgage company/seller on repair issues uncovered in your inspection. (some exceptions may be with Freddie Mac or Fannie Mae ... I have been able to get them to repair an AC system and even a foundation!)

We are a HUD Broker, and have FULL access to EVERY other foreclosure as well. I have been buying property for 20 years and have an enormous amount of experience that would be a great help to you . EVERY Foreclosure is listed in the MLS: www.EveryAustinHomeSearch.com

Possible Limitations & Problems:

ASKING Price is just an estimate of what the lender will accept.

It is common for the lender to reject offers that are less than 92% of asking price.

On HUD or VA foreclosures there is no option period for the buyers.

On other foreclosures there usually is an option period.

Only some lenders will pay for a home warranty.

The selling lender can not be asked to do anything; repairs,etc, (minor exceptions)

Buyers must be fully approved in writing prior to submitting offer.

Buyers offer may sit for ANY length of time until lender chooses to review it. (Except HUD's)

Buyers must understand that it may take days for the lender to "accept" an offer.

The sale is AS-IS. Sometimes it is difficult getting the utilities turned on for an inspection.

There is no sellers disclosure...the lender knows nothing about the history of the house &/or its problems (if any). The lender may take days to respond to an offer.

Short Sale Info (lender approved pre-foreclosure)



Definition:

The term "Short Sale" is a Pre-foreclosure... where the sellers have gotten or are in the process of getting permission from their lender to sell for less than their mortgage balance.

Limitations:

ASKING Price is just an estimate of what the lender will accept unless otherwise noted as the minimum contract price.

Sellers can not choose to accept an offer...only their lender can.

Sellers may not be able to pay any of buyers costs: some exceptions may be with FHA non-allowables...etc...

Sellers can not be asked to do anything; repairs,etc, (minor exceptions)

Sellers lender reserves the right to reject or change offer at any time... even at closing... they may back out (unusual but they are not under contract to close!!)

Buyers can not negotiate price...BUT...may be able to make AN OFFER.

Buyers must be fully approved prior to submitting offer.

Buyers offer may sit for ANY length of time until lender chooses to review it.

Buyers & Sellers must understand that it may take weeks or months for the lender to "accept" an offer & then they will not give any guarantees of allowing the transaction to close!

Buyers may have already paid and received inspection before lender even accepts offer.

ANYTHING may go wrong.

Possible problems:

Price changes (up usually..although we have had them go down!)

ANYTHING MAY GO WRONG

Seller may receive a 1099-C from the lender. Seller should see an accountant.



Lenny & The Texas Realty Team



(512) 502-8855

Questions? Want to see a particular property? We answer 7 days 8:30am-8:30pm

[Buyer's & Seller's Coupons!](#)

[FREE Buyers Package](#)

[FREE Sellers Package](#)

Important Buyers Info

Important Sellers Info

PROPERTY SEARCHES: (MLS)

Houses

Duplexes

FORECLOSURES

All Condos in 7 Counties

Downtown Austin Condos

Best Buys < \$1,200 month

Automatic Daily Searches

Rentals

Commercial

Lakefront Homes

Farms & Ranches

SELLER CHOICES:

Sell For FULL PRICE

Why Houses Don't Sell

Sell For Fast Cash Now

Home Value-Marketing Kit

We Can Rent Your House

Stop Your Foreclosure

8 Ways We Can Sell

REO Services



- **Free Map Based Foreclosure Search - Updated Daily 100% Complete!!**
No other foreclosure site has more homes, or is as up-to-date.
- **Special Investor Financing** Please Call Randall at (512) 583-0731
The SECRET to getting the best deal is having the best financing!
- **Special Low Interest Mortgages** Please Call Randall at (512) 583-0731
The SECRET to getting the best deal is having the best financing!
- **We Are a H.U.D. Broker & Have Keys To ALL H.U.D. Homes**
Lenny is a True expert in dealing with H.U.D.'s
- **We Have The Electronic Key To ALL V.A. Foreclosures**
V.A.'s are very different from other foreclosures... work with an expert!
- **We Have The Electronic Key To ALL Bank/Mortgage Foreclosures**
Lenny knows all the special negotiating strategies for dealing with Foreclosures
- **We Offer Free Investment Consulting/Help**
(Lenny has been buying investment properties for over 25 years... he owns a small investment company as well as a property management company... and he will personally help you!)

EVERY FORECLOSURE IS INCLUDED IN OUR MAP SEARCH

Search Tools **CLICK MAP TO BEGIN SEARCH**

Quick Search: Foreclosures
House Number Go
Street Name Go
Listing Number Go

Active Listings Foreclosures

Search Type: MAP SEARCH | COUNTY/CITY | ADDRESS/ZIP | SCHOOL DISTRICT | AREA | SUBDIVISION

PROPERTY TYPES: - show less <input checked="" type="checkbox"/> Single Family <input checked="" type="checkbox"/> Condo <input checked="" type="checkbox"/> Townhouse <input checked="" type="checkbox"/> Duplex/Triplex/Fourplex	PROPERTY FEATURES: - show less Price Range: \$20,000 - \$10,000.00 Beds: No Minimum Baths: No Minimum Square Feet: No Minimum Acreage: No Minimum	RESULTS: 1390 Matches Mouse over property icons to see listing details.
--	---	---

Click & Drag to: 2500ft Move

Go to Search Results Save this Search Reset Map