

Real Estate

Fear & Loathing In the Real Estate Market: Realtor Mark Shandrow Dispels the Myths, Offers Free Consultation

There are far too many people these days living with the debilitating fear of losing their home. Their mortgage payments have become a burden they can no longer carry. The home equity they thought they'd earned is simply not there. These are normal people with average credit ratings who purchased when the market was wide open and now they're wide awake at night wondering if foreclosure will take their homes.

The problem, says Realtor Mark Shandrow with the Shandrow Group,

is that some of these homeowners are not getting the information they need about alternatives to foreclosure. "They turn on the news, hear about the sub-prime meltdown, maybe see that their mortgage company is going under and they can't help but panic. No one is saying 'Have you thought about trying this?' or given them any alternatives but foreclosure," Shandrow said, "and that's not right. I want people to know they have options."

When people don't realize that there are alternatives to default, they can

find themselves dealing with the effects of a foreclosure for many years to come (sometimes for as long as a decade) and the simplest transaction, such as renting an apartment, can be very difficult. Wonda Hale, a client of Shandrow's offers this testimonial, "When your business card was left on my door, it was a Godsend. I was scared and had talked to a lot of people who promised that they had the answer. But they didn't. From our first conversation I knew that your compassion and professionalism could help me through one of the

most difficult and emotional times of my life. Thank you so very much, Mark." Shandrow is well known and respected in the Long Beach community and works with Keller Williams Realty. He is available to counsel homeowners in a bind, providing information on alternatives such as short sales. Other options include:

- * A loan workout - when the borrower renegotiates the loan with the original lender so that they can afford to keep their home. This may include a change in interest rate, term maturity and/or some debt for-

giveness. * A deed in lieu of foreclosure is possible after the borrower voluntarily delivers title to the lender for consideration and the lender accepts the conveyance of the property in full satisfaction of the mortgage debt. Here the borrower avoids having a notice of default on his or her records.

- * Finally, in the short sale or a short pay, the lender allows the real property securing the loan to be sold for less than the remaining mortgage amount and accepts the proceeds as full payment of the loan.

Obviously, each of these options has more detailed information about the type of transaction involved. Homeowners facing difficulties with their mortgage should call Shandrow because knowledge is power and Shandrow offers the type of knowledge to homeowners that help them make an informed decision and perhaps avoid the stigma and credit problems associated with foreclosure. Call Shandrow today at 562-364-9505 to set up a free consultation.

Or email Shandrow at mark@shandrowgroup.com www.shandrowgroup.com

KELLER WILLIAMS REALTY LOS ALAMITOS TO RAISE FUNDS WITH KW IDOL

Capitalizing on the popularity of American Idol, agents at Keller Williams Realty Los Alamitos will be raising money for KW Cares with their version of the singing competition KW Idol.

The event will be taking place at Mr. B's Restaurant and Sports Lounge on Tuesday September 25, 6

Idol coordinator. "Since American Idol is so popular we figured what a great way to have some fun, raise money and do it in a family environment."

"As each singer sings their song, the judges will be collecting money," added Cruz.

"Then at the end of the night, the office that collect-

winner Jordin Sparks is an agent at Keller Williams Realty in Arizona."

Keller Williams Realty Los Alamitos has been active in helping out the local community in a variety of ways. Besides the yearly toy drive, they also collect food for Second Harvest Food Bank, it sponsors a Breakfast with Santa and collected toys

