

Sheriff Short Bid:

The banks are doing what I call short bid

They are taking homes to foreclosure.

But they are bidding a lower amount for the mortgage at the sheriff sale.

So let say that a home has a 100,000 mortgage against it

And the bank forecloses

The bank may bid \$50,000 at the sheriff sale. Short bid.

Now the owner only has to pay \$50,000 as a pay-off on the home.

If the owner or us can sell the home for \$70,000, then we could put \$20,000 in our pocket.

We can now run a computer program to see these short bids.

We will find these homes and see if we can resell the homes and make money.

Step 1. Make a list of homes that have been short bid.

2. see if the home is listed on the MLS, or vacant or occupied.

If listed make an offer.

If vacant find the new address and phone of owner, and see as much of home as possible.

If occupied, send letter, put flyer on door, call owner.

We want them to move out, the sooner the better. The more time we have to resell the home.

We can give them cash for keys The amount we give them is up to:

When they move

What shape the home is in

What they owe

If the home sells

If we would pay off the mortgage and then sell the home vs just try to sell the home without us paying off the mortgage.

We are going to approach them with us doing a short sale.

We are going to tell them we are going to resell the home.

At most short sales the seller/owners don't get any money, but they are.

We could give them money now(cash for keys) and more money if and when we resell the home.

This will not work if they plan to stay in the home.

Or they think they are going to save it somehow.

Or they know about the short bid.