



Questions to ask Agents

Short Sales are NOT your typical Real Estate transaction therefore hiring an agent to facilitate the transaction that has a lot of experience is crucial! When considering an agent to facilitate your Short Sale here are a few VERY important questions to ask them. As well, we are answering these important questions so you know more about us.

Have you ever completed a Short Sale?

JSTeam- Yes we specialize in Short Sales.

If yes, how many?

JSTeam- We complete 40-50 Short Sales per year and growing.

What is your success rate?

JSTeam- We close 95% of our Short Sales but have received bank approval on 99%.

Who handles all the phone calls to and from the bank?

JSTeam- We have two full time employees that are dedicated to ONLY our client files. They are also trained and continue to train to get better at what they do. This costs us more money but serves our clients better by keeping trained dedicated staff verse hiring a third party to negotiate for us. Both our employees are licensed and have Real Estate and banking backgrounds.

How much education have you completed specifically with Short Sales?

JSTeam- Among various other designations, Jennifer Sanchez is one of a few agents in the country that has enough transactions to hold the MSSC designation. MSSC is one of the only designations that require not only education and testing but closed transactions as well. Last year the Jennifer Sanchez Team attended many events throughout the country getting educated on Short Sales and continues to attend events.

What technology do you have in place to assist with the transaction?

JSTeam- We have a custom Short Sale system that keeps our transactions organized and allows for faster and more efficient facilitating. Our system also allows buyer's agents to have 24 hour access to the transaction notes so they are able to get updates anytime they want which keeps their buyers engaged in the transaction.

What marketing will be performed to get my home sold for the most money in the shortest time period?

JSTeam- We pride ourselves on marketing. We have a full services marketing program that is no different than traditional listing we take. Marketing includes websites, social media, signage, visual tours and much more!