

The Ballen Group

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www.TheBallenGroup.com

The Ballen Group, A Las Vegas Short Sale Specialist Team, known for their Las Vegas Real Estate experience in Short Sales, has just closed another Short Sale in Nevada. Using their comprehensive Short Sale System, The Ballen Group is able to handle a large volume of short sales and accomplish the goal at hand, to close the short sale.

The property, located on HILLTOP VIEW in THE VISTAS, a Summerlin Village in Las Vegas Nevada was listed with THE BALLEEN GROUP of Keller Williams Realty Las Vegas.

The process was not easy, but with strong negotiating skills, a bit of magical problem solving, and a comprehensive marketing process, Ballen achieved the difficult approval to close the home. The HILLTOP VIEW home took a total of 106 days from contract to approval and 41 days close. Although the banks are working on their timelines and speeding up the short sale process, The Ballen Group says this is a common length of time for the short sale to complete. This was a Chase FHA short sale in Nevada and based on FHA guidelines, no deficiency will be pursued. The Original List price was \$200,000 and closed at \$177,000 with the bank paying \$5,100 in closing costs to a FHA buyer.



www.BallenGroupHomes.com

"There are no promises or guarantees in a Las Vegas short sale whether the lender(s) will approve the short sale or forgive the debt, but Short Sales offer an alternative to the damaging effects of a Nevada foreclosure.", says Richard Ballen, Listing Specialist with The Ballen Group. "A short sale is a complicated process for all parties involved. There are so many details involved (more than what the average homeowner is aware of). Make sure to consult a Las Vegas Short Sale Specialist with a proven history of success with short sales like The Ballen Group".

Ballen uses a comprehensive Las Vegas Short sale system for sellers also known as The Ballen Method (www.TheBallenMethod.com). Homeowners who are facing Las Vegas

foreclosure can request that The Ballen Group, consult with them about their needs. In addition, The Ballen Group has created a custom hardship package allowing the homeowner to complete the documents required by the bank to ease the process.

“It takes more than an agent to properly work short sales. It takes a Team”, says Lori Ballen, Leader of The Ballen Group. “We have surrounded ourselves with talent from our administrative staff and Listing Managers to our processors and escrow. We want a lot of eyes on the transaction so it keeps moving down the timeline. Our short sale team is skilled, experienced, determined, and driven. They get the deal done”

SHORT SALES are an alternative to a foreclosure. When the borrower can no longer make the mortgage payments as agreed, he is faced with many decisions. One is to allow the lender to foreclose. Another is to get the lender to agree to accept a payoff of less than the balance owing on the loan. To understand short sales, one must first understand foreclosures.

CALL 702-482-7739 FOR SHORT SALE HELP NOW! -

The Ballen Group, also known as “The Dream Team” is a group of experienced and skilled real estate agents specializing in distressed properties under the direction of Richard and Lori Ballen at Keller Williams Realty Las Vegas along with their Lead Listing Specialist Jeff Howard supported by Listing Managers Erin Camp and Tom Wirt.

Lori Ballen, Keller Williams Realty
Office: 702-604-7739
Lori Ballen

Lori Ballen is a Mega Agent managing her team called The Ballen Group at Keller Williams Realty Las Vegas. Working with her 10 member team which includes her husband Richard, Lori has created a model for success. Using Gary Keller's Models, she never takes the pedal off lead generation which includes dominating search engines, working the database, managing the team web site, running daily ads, and staying on top of the most innovative marketing strategies such as her use of video. Using these tactics, The Ballen's earned awards in their short career such as rookies of the year AND top agents in the company their first year and many more top achievements in the years to follow.

The Ballen Group is an award winning team specializing in Distressed properties - specifically Las Vegas Short Sales as well as residential real estate in Las Vegas, North Las Vegas, and Henderson.

Lori Ballen
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