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Looking for a Property in Fort Myers Beach? Consider a Short Sale by [William Hauselberg](#)

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Many people are familiar with what a foreclosure is, but not everyone really understands the term “short sale” and what it means for both the seller and the buyer.

What is a Short Sale

In a short sale situation, homeowners who owe more on their home than it is actually worth have the option to avoid foreclosure by making an agreement with their lender to sell the house for less than what is owed on the mortgage. Sellers in this situation are typically very anxious and eager to get out from under their mortgage, and they will often times sell their home at a fraction of the cost in order to find relief and avoid financial disaster, making short sales an excellent investment option for potential buyers.

Find the Property, Make an Offer

When looking for a short sale property Fort Myers is home to a number of beautiful properties. It is a city known for its warm climate, pristine beaches, and easy access to a number of islands including Captiva and Sanibel. With its beautiful scenery and laid back vibe, Fort Myers is a wonderful place to invest in real estate. Short sale properties in the area can help you realize your real estate dreams at well under market value.

Once you have found a short sale property of interest, you will need to make an offer with the lending bank. Because banks are under no obligation to approve a short sale, you may experience significant wait time between the time you make an offer and the time you find out if your bid is approved or denied. Though the waiting period may even take months, this does not mean a negative outcome is likely. In fact, banks often find short sales to be beneficial, as they too avoid foreclosure and the work involved with repossessing a home.

Often Worth the Wait

For many buyers, the wait is worth it to acquire a home at such a reduced price. Under a short sale, the seller can avoid foreclosure and bankruptcy, banks can save time and money by avoiding home repossession, and buyers purchase a home at a reduced cost. It is a situation in which everyone involved can benefit.

As you begin your search for a short sale property Fort Myers Beach real estate agencies in the area can help you get started and work with you every step of the way to help find a home that is right for you.

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