



REAL ESTATE NEWS

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WINDERMERE AGENT OFFERS OPTIONS TO FORECLOSURE

Indian Wells (Calif.) – October 8, 2011 – Windermere agents work hard to ensure the needs of their clients are met. In today's challenging real estate industry, this requires exceptional knowledge, broad experience, and constant training.

Anne Alexander, with the Alexander Team at the Windermere Indian Wells office at 74850 Highway 111, is a classic example. Anne has earned the prestigious Certified Distress Property Expert (CDPE) designation, having completed extensive training in foreclosure avoidance. This training allows Anne to offer invaluable services to homeowners at risk of losing their homes to foreclosure, including 'short sales,' a deceptively simple term for a complex process which requires exceptional training, patience and experience.

In the Coachella Valley, there are still a high number of homes in danger of foreclosure, a trend affecting properties in every price range, from first-time condo to multi-million dollar estate. Anne's CDPE training provides her with the tools and skills to offer the homeowner better alternatives to a potentially credit-crushing foreclosure. The training fosters a broader understanding of market conditions, and helps her to guide sellers through what can be a difficult emotional experience.

"This CDPE designation is invaluable as I work with sellers and lenders on complicated short sales," says Anne. "It is so rewarding to be able to help sellers save their homes from foreclosure."

Anne also holds the Certified HAFA Specialist certification (CHS) which enables her to do Home Affordable Foreclosure Alternatives (HAFA) short sales, offered through the Home Affordable Modification Program (HAMP).

"Windermere's ongoing success comes, in large part, from our agents' dedication to training. It helps them stay on the cutting edge of our industry," says Bob Deville, co-owner, Windermere Real Estate Southern California. "Specialized training and certification are important to Windermere's legendary customer service. Well done, Anne."