



NATIONAL  
ASSOCIATION of  
REALTORS®

Gary Thomas  
2013 President

Dale A. Stinton  
Chief Executive Officer

**GOVERNMENT AFFAIRS DIVISION**

Jerry Giovaniello, Senior Vice President  
Gary Weaver, Vice President  
Joe Ventrone, Vice President  
Jamie Gregory, Deputy Chief Lobbyist

500 New Jersey Ave., NW  
Washington, DC 20001-2020  
Ph. 202-383-1194 Fax 202-3837580  
www.REALTOR.org

January 23, 2013

The Honorable Lisa Murkowski  
709 Hart Senate Office Building  
Washington, DC 20510

Dear Senator Murkowski:

On behalf of the 1 million members of the National Association of REALTORS® (NAR) and our affiliates, we support your efforts to expedite mortgage servicers' short sale decision process via the "Prompt Notification of Short Sale Act".

A short sale generally costs the lender less than a foreclosure; therefore, REALTORS® believe that it can be a viable way for a lender to minimize its losses. REALTORS® are continually astonished by the number of short sales that servicers allow to dissolve due to the length of time required to render a decision or their unrealistic views of current home values. Unfortunately, this circumstance usually results in the potential home buyer canceling the purchase contract and the property heading into foreclosure.

Enormous amounts of time are spent on potential short sales that result in foreclosures. Even if successful, the process still takes many months and countless hours and often requires re-marketing of the property because buyers lose patience and terminate the contract. Establishing a timeframe for responding to potential buyer offers will help streamline the short sales process. This will reduce the amount of time it takes to sell the property, improve the likelihood the transaction will close, and reduce the number of foreclosures. This will benefit the lender, the seller, the buyer, and more importantly, the community.

REALTORS® thank you for your diligent work to help alleviate this serious problem within the housing sector's loss mitigation process.

As always, NAR stands ready to collaborate with you and Congress to enact comprehensive and effective housing focused legislation.

Sincerely,

Gary Thomas  
2013 President, National Association of REALTORS®



REALTOR® is a registered collective membership mark which may be used only by real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics.