



NATIONAL ASSOCIATION OF REALTORS®

The Voice For Real Estate®

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September 16, 2010

United States House of Representatives
Washington, DC 20515

Dear Representative:

On behalf of the 1.1 million members of the National Association of REALTORS® (NAR), I strongly urge you to support H.R. 6133, the “Prompt Decision for Qualification of Short Sale Act of 2010” that Representatives Robert Andrews (D-NJ) and Tom Rooney (R-FL) introduced on Wednesday, September 15th.

The credit crisis has taken a toll on countless thousands of Americans. Many have lost jobs, lost their businesses, and lost their homes. One instrument at the disposal of homeowners who owe more than their home is worth and that will help relieve them of the overwhelming financial burden that their mortgage has become is the short sale. Due to the current economic condition that our nation is experiencing, the number of potential short sale properties in the market is rising. According to 2nd Quarter 2010 data from the National Association of REALTORS®, Nevada, California, Florida and Arizona are states where a significant share of all properties on the market are potential short sales: 32%, 28%, 27%, and 24%, respectively.

Unfortunately, the ability of the consumer to execute a short sale is severely hampered by the inability of the lender (loan servicer) to decide whether to approve a short sale within a reasonable amount of time. Consumers are complaining that potential homebuyers are walking away from their short sale because the lender has taken many months and still not responded to their request for an approval of a proposed short sale price. Many consumers have mentioned that the delay in short sale price approval exceeds 90 days, and in many cases never arrives.

While the lending community has worked to improve the size and training of their short sales staffs, improvements in response times have been marginal. NAR believes that this legislation is necessary to bring the processing time for short sale price approvals in line with the home-buying and home-selling consumer's expectations—at most 45 days after submitting the request for short sale approval.

REALTORS® thank you for your diligent work to stabilize and bring confidence to the housing market and housing finance system. As your efforts in this area continue, I strongly encourage you to support Representatives Andrew's and Rooney's legislation, the “Prompt Decision for Qualification of Short Sale Act of 2010.”

As always, NAR stands ready to collaborate with you and our industry partners to develop and implement the necessary tools to repair and stimulate the housing market.

Sincerely,

Vicki Cox Golder, CRB
2010 President, National Association of REALTORS®

