



# *Become an REO Specialist*

**In this dynamic REO course learn to**

- Obtain BPOs & REO Listings
- Manage REO Listings
- Work With REO Purchasers
- Finance REO Transactions
- And More

**Over 20,000 agents have completed this course nationwide. Take the opportunity to build your REO business.**

**Receive a list of over 200 BPO, REO & Asset Management Companies!**

## **The Shadow Inventory - More REOs**

It appears that we may be seeing a surge of 'shadow inventory' properties appear on the market. The shadow inventory refers to properties currently in the foreclosure process, as well as delinquent mortgages where foreclosure proceedings are imminent. As the covert-sounding name for these REO properties (that is, Real Estate-Owned) suggests, it is difficult to get a read on the exact number of properties now held by financial institutions, but an estimate from the Amherst Securities Group last fall suggested that there are more than **7 million REO properties**.

## **Future REOs**

Keep in mind, the new US Treasury initiative featuring Short Sales to avoid foreclosure took effect April 5, 2010, but will only delay some homes becoming an REO. In distressed markets the Short Sale may not happen within the program timeline and some will end up in foreclosure . . . when this happens, the property becomes an REO.

## **More foreclosures are Coming**

Recent reports have indicated that there are almost 3 million active, interest-only loans with a total value of almost \$1 trillion, with loans of about \$500 billion set to reset within the next 30 months.

Get information and systems to enhance your business today by becoming an REO Specialist!