

# Short Sales & the Bin of Irregular Sweatpants

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Do you shop at Marshall's? Do you walk into a store and bee-line for the sale rack in the back? If so, you are like me. I want a deal. I remember going to Athletic Supply in South Lake Union as a boy with my brother Chris and digging through large bins of irregular sweatpants to find one that was so slightly irregular as to be unnoticeable!

Short sales are like the bin of irregulars... they take a lot of work but here's why they have deal potential:

1. They are often priced low to get a quick offer.
2. Banks must approve the sale but often approve surprisingly low prices.
3. They are uncertain to close which excludes many buyers - less competition means more opportunity.
4. They bounce on and off the market reducing the number of investors who notice them.

Happy Hunting,

Lucas