INTEGRITY REALTY MANAGEMENT

How to Buy a Short Sale or Foreclosed Property in Colorado

A Simple Guide for Investors

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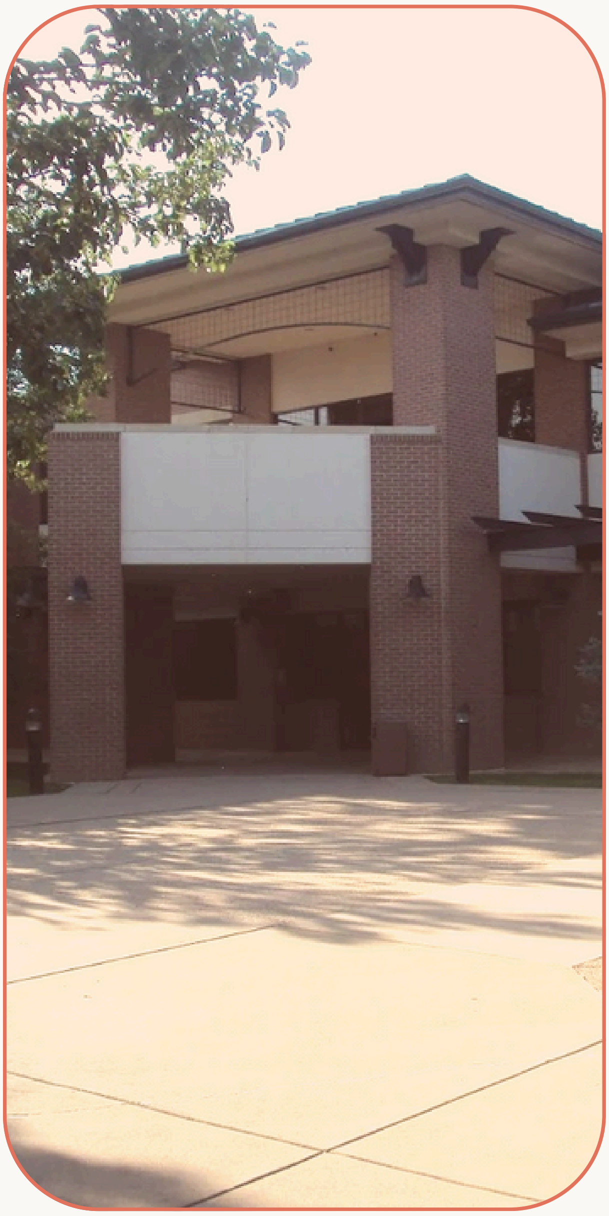
Your Step-by-Step Guide to Finding, Funding, and Profiting from Distressed Deals With IRM by Your Side



At Integrity Realty Management, we believe great investments shouldn't be complicated. That's why we help you find underpriced properties, manage the negotiation and rehab process, and set you up for long-term success, whether you're buying your first deal or creating long-term wealth.

This guide walks you through everything you need to know to confidently invest in short sales and foreclosures across Colorado.

Best Regards,

INTEGRITY REALTY MANAGEMENT TEAM

Integrity Realty Management

“What Is a Short Sale?

A short sale happens when a homeowner sells their home for less than what they owe on the mortgage. The lender agrees to accept this lower payoff in order to avoid the cost of foreclosure.

- **Initiated by:** the homeowner
- **Timeline:** Typically 3–6 months due to bank negotiations
- **Opportunity:** You can often buy below market value, especially if you're flexible on timelines and can present a clean offer package.

Short sales can be a win-win: they help homeowners avoid foreclosure and offer investors access to discounted properties, especially those in livable condition that need cosmetic or value-add rehab.

Integrity Realty Management

“What Is a Foreclosure or REO?

If a homeowner stops paying their mortgage, the property is repossessed by the lender and sold at auction. If no one buys it at auction, it becomes REO (Real Estate Owned).

- **Initiated by:** the lender
- **Timeline:** ~110–125 days from Notice of Election and Demand to auction
- **Post-auction REO sales:** Properties may hit the market via the MLS, HUD, or bank-owned portals
- **Condition:** Sold as-is, often requiring rehab and lien/title due diligence

Many REOs are overlooked by retail buyers and can be strong candidates for rental portfolios after renovation.

5 STEP PROCESS

STEP ONE: FIND A PROPERTY

WE SOURCE DEALS WEEKLY ACROSS:

- PUBLIC TRUSTEE SALES IN COUNTIES LIKE ADAMS, BOULDER, JEFFERSON, ARAPAHOE, AND WELD
- PRE-FORECLOSURE LISTS VIA PROPSTREAM, PROPERTYRADAR, FORECLOSURE.COM
- SHORT SALE/REO LISTINGS ON THE MLS
- UNSOLD AUCTION PROPERTIES BECOMING REOS
- WHOLESALE AND INVESTOR NETWORKS

STEP TWO: SECURE FUNDS

OR PRE-APPROVAL CASH OFFERS MOVE FASTER, BUT WE WORK WITH BUYERS USING:

- CONVENTIONAL LOANS & FHA 203(K) REHAB LOANS
- DSCR LOANS FOR INVESTOR-FRIENDLY FINANCING
- PRIVATE OR BRIDGE LOANS FOR FLIPS
- ASSUMABLE MORTGAGES

STEP THREE: MAKE THE OFFER

WE HELP YOU STRUCTURE THE FULL PACKAGE:

- COMPARABLE SALES (CMA)
- REPAIR ESTIMATE & REHAB PLAN
- PROOF OF FUNDS OR FINANCING LETTER
- SELLER HARDSHIP LETTER (FOR SHORT SALES)

5 STEP

PROCESS

STEP FOUR: DUE DILIGENCE

- PROPERTY INSPECTIONS
- TITLE & LIEN CHECKS
- CONTRACTOR BIDS AND TIMELINES
- BUDGET REVIEW VS. PROJECTED RENTS OR ARV

STEP FIVE: CLOSE & REHAB

WE'LL COORDINATE THE TITLE PROCESS, PREPARE THE PROPERTY FOR CONTRACTORS, AND BEGIN RENT-READY RENOVATIONS OR FLIP TIMELINES.

What to Expect (And How We Help)

Phrase	Short Sale	Foreclosure / REO
Initiated by	Homeowner	Lender
Timeline	3–6 months	~125 days to auction, then resale
Condition	As-is	As-is
Financing	Conventional or cash	Cash at auction, or loan for REO
Risk Level	Medium	Medium-High
Access	Delayed (bank approval)	Immediate / Lender's Negotiation

We guide you through both, including:

- Negotiations with bank loss mitigation teams
- Working with short sale documents: hardship letters, HUD-1s, listing delays
- Access to trusted title companies & contractors familiar with distressed assets.

Why Work With Integrity Realty Management?

We're more than agents. **We're your investment partner.** Here's what sets us apart:

✅ **Full-Service Model:** We help you buy, renovate, lease, and manage all under one roof.
✅ **Weekly Deal Sourcing:** Our team actively monitors county trustee lists, MLS, off-market, and auction leftovers.
✅ **Hands-Off Investing:** Don't want to deal with the fix-and-flip? We can handle it from rehab to rent.
✅ **Investor Education:** You'll receive regular updates, proformas, timelines, and guides to navigate the process confidently.
✅ **Relationship-Based Service:** We're a family-run business that values long-term partnerships, not just transactions.

Our pitch is simple:

We help you find off-market or underpriced deals, negotiate short sales or REO purchases, manage the rehabilitation, and secure tenants to generate cash flow without lifting a finger.

◆ FAQS

Q: Can I finance a short sale or foreclosure?
Yes. Many investors use 203(k), DSCR, or conventional rehab loans. We'll help you connect with lenders who specialize in investment purchases.

Q: What happens if a property doesn't sell at auction?
It becomes REO. We track unsold properties weekly and notify you when they're listed sometimes with reduced pricing.

Q: Are these deals always cheaper?
Often, but not always. The savings usually come from deferred maintenance or urgency. We help you evaluate if the numbers make sense.

Q: Do I need experience or a team?
No. We can handle every stage: search, negotiation, rehab, and management. You just have to say YES to the property. Whether you're brand new or scaling, we've got you covered.

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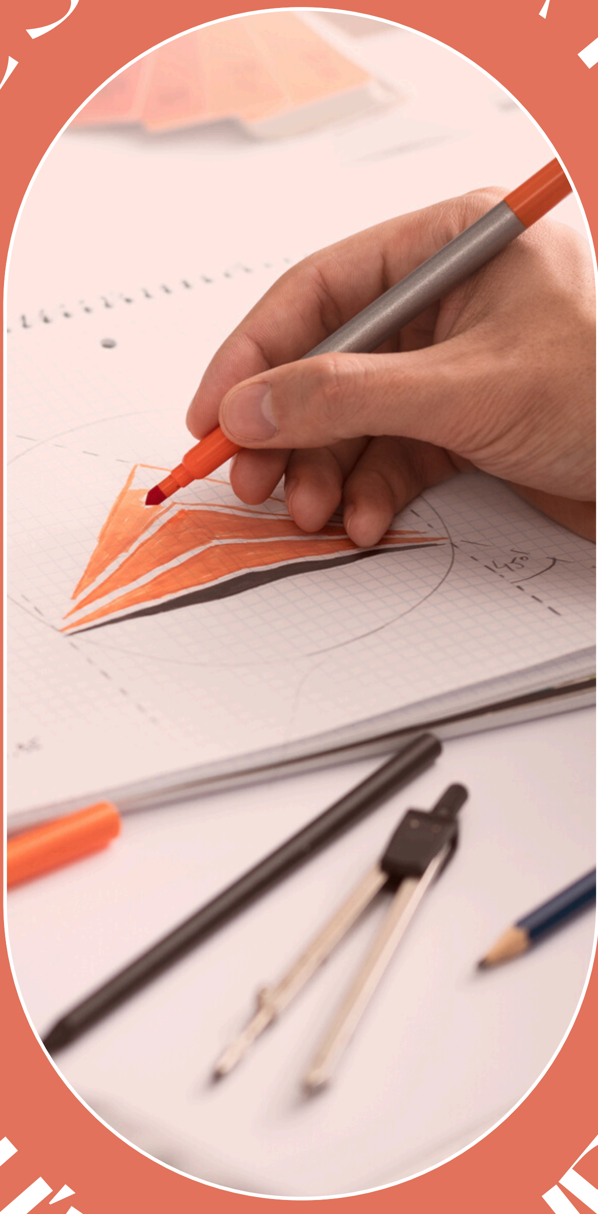
ONE STEP AT A TIME



YOU'LL GET THERE

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GETTING STARTED: YOUR INVESTOR CHECKLIST

- [ ] Download this guide
- [ ] Schedule your buyer consultation
- [ ] Get pre-approved or confirm funds
- [ ] Browse weekly short sale & REO deals
- [ ] Choose a property to pursue
- [ ] Let us handle the offer, rehab, and onboarding
- [ ] Start collecting rent or prep for resale

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