

Altera Short-Sale Expert Informs Leading Realtors

Orange County resident and short sale expert, Robin Milonakis, of Altera Real Estate in Monarch Beach was invited to speak in front of the Orange County Board of Realtors (OCAR) recently.

As one of the top short sale specialists in the country, Robin has been successfully negotiating numerous short sales in record time since 2005. With her depth and breadth of experience, Robin has established some powerful and long-term relationships with most of the leading banks throughout the United States. Her unique and unconventional methods have resulted in a 100% success record for all of her short sale listings.

Robin was asked by OCAR to share her proven techniques with other local Realtors and members of the board, as well as dispel some common short sale myths, such as needing to be late on your mortgage or having a below average credit score to be considered as a short sale candidate. "It is unfortunate that there are bank representatives and even attorneys who are giving people false information and bad advice," states Robin. "On the contrary, banks tend to look more kindly on their borrowers who make an effort to remain current on their mortgage payments."



Robin Milonakis

Although Robin is a shrewd and relentless negotiator, the keys to her repeated success are her positive attitude and commitment to provide exceptional client service. "I take pride

in understanding my clients' needs and going that extra mile to make sure that they are treated with the utmost respect. Whether their house is \$400,000 or \$4,000,000, they all deserve to be treated like royalty." Pure and simple, if you aren't receiving communication and information on a timely basis, then you are simply left in the dark and that's no place for a home tremendous dedication, Robin prides herself on acquiring repeat and referral business.

As the Orange County marketplace becomes increasingly competitive, this leading-edge approach is proving vital to achieve the sales results clients expect and deserve. As a way of introducing innovative ways to increase the effectiveness of her service, Robin's unique and proven short sale techniques will surely become an industry trend. For more information as well as a comprehensive report on short sale facts and myths, please call Robin Milonakis at (800) 214-7055.