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## **Nancy Braun Earns Real Estate, Short Sale Designation to Help Homeowners in Danger of Foreclosure**

Charlotte, NC – November 24, 2010 - Nancy Braun, Owner and Broker-in-Charge of Showcase Realty, LLC has earned the prestigious Certified Distressed Property Expert® (CDPE) designation, having completed extensive training in foreclosure avoidance, with a particular emphasis on short sales. She has also been awarded the Code of Trust through the National Association of Hispanic Real Estate Professionals (NAHREP) and is now a member of the Women's Business Enterprise National Council (WBENC). Showcase Realty is now a certified "Women-Owned Business".

At a time when millions of homeowners are struggling with the possibility of foreclosure, the skills and education amassed by Braun will help benefit residents and communities of Charlotte Metro and surrounding areas.

Short sales allow the distressed homeowner to repay the mortgage at the price that the home sells for, even if it is lower than what is owed on the property. With plummeting property values, this can save many people from foreclosure and even bankruptcy. More and more lenders are willing to consider short sales because they are much less costly than foreclosures.

Today, more than 13 percent of homeowners are delinquent on their mortgage or in the foreclosure process. This is occurring across all price ranges, and the fastest-growing category of homes in foreclosure is the luxury home market.

"The CDPE, NAHREP and WBENC designations have been invaluable as I work with homeowners and lenders on complicated sales," said Braun. "It is so rewarding to be able to help families save their homes from foreclosure and work with the community as a whole to boost homeownership."

Alex Charfen, co-founder and CEO of the Distressed Property Institute in Austin, Texas, said that agents such as Braun with the CDPE Designation have valuable perspective on the market, and training in short sales that can offer homeowners real alternatives to foreclosure, which can be devastating to credit ratings.

"These experts better understand market conditions than the average agent, and can help sellers through the complications of foreclosure avoidance," he said.

The Distressed Property Institute provides live and online courses to train real estate professionals how to help homeowners in distress, with a strong focus on handling short sales. The NAHREP has developed the principles outlined in the Code of Trust course as minimum standards for NAHREP Certified Real Estate Professionals serving Hispanic customers.

"Our goal is to help as many homeowners as possible, by educating as many real estate professionals as possible," Charfen said. "Nancy Braun has demonstrated a commitment to struggling homeowners, a commitment that can provide much-needed stabilization to the community."

For more information about these designations, visit [www.cdpe.com](http://www.cdpe.com), [www.nahrep.org/codeoftrust.php](http://www.nahrep.org/codeoftrust.php) or [www.wbenc.org](http://www.wbenc.org).

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