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Woodward to Launch Short Sale Technology to Reduce Timelines, Fraud

BY: CARRIE BAY

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Southfield, Michigan's **Woodward Asset Capital** has announced plans to launch a new short sale technology application in April that the company says will prevent short sale fraud while reducing transaction times and netting lenders the highest possible sale price.



"With our software, flopping virtually disappears, and even approval can be defended without question," he added.

According to a recent **CoreLogic** report, one in every 5 sale transactions is part of an egregious resale, costing unnecessary losses of \$310 million per year. It is estimated the average loss to the lender in a fraudulent short sale is \$41,500.

With Woodward's **VerifiedShortSale**, when a borrower is approved for a short sale per the lender or investor's mitigation rules or after loan modification fallout, all terms must be submitted online by the buyer's agent through the **VerifiedShortSale** portal in order to be considered.

By requiring that the agent for the buyer submit financial information of their offer directly to the lender, agents are assured their offer is received and reviewed by all required parties, in the bank, Woodward explained.

The system creates a virtual paper trail of every offer presented by every agent to eliminate any question of fraud or missed offers – in other words, rather than only one offer for a property, the lender now knows of every possible offer, Woodward said.

Woodward explained that its new software, **VerifiedShortSale**, puts the mortgage servicer in control by being first to review every offer while ensuring a transparent process. It's modeled after the company's REO application, **OfferSubmission**, which relies on the **Buyer's Agent**, rather than the listing agent, to submit binding financial terms of an offer online for bank-owned property transactions.

"Our system still embraces and relies on the traditional agent sales process, which always nets the highest price for the agent," Jaskur said. "This technology finally brings the timeline for re