

The Distressed Real Estate Solutions division of The Fuchs Group at RE/MAX Fine Properties was established to support our clients facing life transitional events such as divorce, death, job loss, and home loss as a result of foreclosure. The goal is to provide the needed resources and bring exceptional service to both home sellers and buyers during and after their transition.

### **The Fuchs Group Advantage**

Our value proposition is simple and straightforward; our commitment to our clients is to place their interests ahead of the interests of all others, even our own. We are full time professional REALTORS® and take our job and your situation very seriously. It is our fiduciary duty to provide outstanding service to our clients and deliver the results necessary to support them in resolving the issue.

### **Maricopa County Superior Court Real Estate Special Commissioners**



We have been appointed by the Maricopa County Superior Court to serve as Real Estate Special Commissioners. We serve as a 3<sup>rd</sup> party appointed by a judge through a court order in Arizona divorce dissolution cases. Our sole purpose is to support the two parties who together cannot come to terms with how to deal with the sale of their home during a very difficult time in their lives.

### **Selling Properties – Transition**

Life comes at us quickly and what was once one way yesterday, last week, last month or last year can change over time. Given our life experience, prior business backgrounds, knowledge, skills, dedication, and

commitment, we are very well positioned and poised to support others during various phases of their lives. Whether selling to be closer to family, upsizing with a new baby on the way, downsizing and becoming empty nesters, selling due to health concerns, family or marital issues, we are equipped to the support you with both the emotional and financial sides of the equation.

### **Selling Properties – Distressed**

We are currently living in challenging economic times. Unfortunately, many are finding themselves in a scenario that forces them to sell their home quickly. Our goal is to support you using a four step process:

- Needs Analysis – we help clarify the motivating reasons to sell and determine the seller's timetable.
- Pricing Strategy – we determine the best selling price strategy given current market conditions, and the resulting net sheet.
- Property Preparation - we advise on repairs and improvements and provide staging strategies.
- Marketing Strategy – we develop a marketing plan and establish a marketing timetable.

### **Arizona Divorce Statistics**

*60% of marriages in the U.S. end in divorce. Maricopa County's divorce rate is 64-70%. There were 18,775 divorces filed in Maricopa County from July 2007-2008. You are not alone.*

### **Negotiated Buyouts**

Depending upon your divorce settlement and plans for moving forward, another option might be to sell your home to your ex-spouse. We can guide you through the negotiated buyout process, advise on a fair sales price, terms and conditions, prepare the contract and associated paperwork, and secure a title

*"Bill and Cathy Fuchs really understood what I was going through and supported me in moving on with my life once the divorce was finalized. I am now settled in my new home with my kids and couldn't be happier. I can't thank them enough for guiding me through this process and highly recommend them as your REALTOR too."*

B. Anthony,  
Scottsdale Home Buyer

company to close the transaction.

### **Post Divorce Relocation**

Life continues on after the divorce is finalized. We specialize in working with you to purchase or lease another property on your own. As Accredited Buyer's Representatives, we support you through a four step process:

- Needs Analysis – we analyze your wants and needs and help you get a clear picture of your ideal home.
- Prequalification or Pre-Approval – we guide you to loan officers to obtain loan prequalification or pre-approval and help choose the best mortgage financing plan.
- Neighborhood Information – we create a broad neighborhood search and provide a list of targeted neighborhoods.
- Home Search – we schedule a home search process, and provide ongoing updates and showings of available homes.

Avoid Foreclosure. We will help you.

### **Arizona Foreclosure Statistics**

*Arizona ranks as the nation's 3rd highest state in terms of foreclosure rates, with 1 in every 95 households in some state of default. It is important to remember that not ALL of the homes that have had foreclosure filings will actually be foreclosed upon.*



Bill Fuchs is an Associate Real Estate Broker, an Accredited Buyer Representative (ABR®), an e-PRO®, and a Certified Distressed Property Expert

(CDPE®). He is an instructor at the Arizona School of Real Estate and Business, a full-time multi-million dollar residential real estate producer, and consistently in the top percentile of REALTORS selling in North Scottsdale. He and his team The Fuchs Group bring a wealth of business and leadership knowledge to their real estate clients.



Cathy Fuchs is a full-time REALTOR, Accredited Buyer Representative (ABR®), Accredited Staging Professional (ASP®) Realtor, Master of

Business Administration (MBA), and Steven's Institute of Technology Certified Project Manager.

Together, Bill and Cathy Fuchs of The Fuchs Group have over 50 years of real estate, business, sales and leadership experience to support their clients' real estate needs.



## **DISTRESSED REAL ESTATE SOLUTIONS®**

(a division of Bill Fuchs, PC and The Fuchs Group)

21000 N Pima Rd, Ste 100  
Scottsdale, AZ 85255

Main: (480) 205-5888

Confidential Fax: (480) 452-0522

**Bill Fuchs**

Associate Broker, ABR®, e-PRO®, CDPE®

(480) 205-5888

Bill@TheFuchsGroup.com

**Cathy Fuchs**

MBA, ABR®, ASP®

(480) 323-5333

Cathy@TheFuchsGroup.com

[www.TheFuchsGroup.com](http://www.TheFuchsGroup.com)

[www.AvoidForeclosureScottsdale.com](http://www.AvoidForeclosureScottsdale.com)

Avoid Foreclosure.  
We will help you.

# **DISTRESSED REAL ESTATE SOLUTIONS®**

*Real Estate Dissolution Solutions  
for Divorce, Foreclosure,  
Probate and Bankruptcy*

**Maricopa Superior Court  
Real Estate Special  
Commissioners**

**Post-Divorce Home  
Purchase and Lease  
Relocation Assistance**

**Property Sale Options**

**Lender Negotiated  
Property Sales**

**Legal and Accounting  
Referral Network**

