



R E A L E S T A T E N E W S

MEDIA CONTACT:

Steve Stewart

760-674-3452

CVADCO@windermere.com

FOR IMMEDIATE RELEASE

**RANDY WIEMER EARNS NAR SHORT SALES AND FORECLOSURE  
CERTIFICATION**

*Buyers and Sellers Benefit from REALTOR® Expertise in Distressed Sales*

**Palm Springs, CA, January 5, 2010**– Randy Wiemer with Windermere Real Estate has earned the nationally recognized Short Sales and Foreclosure Resource certification. The National Association of REALTORS® offers the SFR certification to REALTORS® who want to help both buyers and sellers navigate these complicated transactions, as demand for professional expertise with distressed sales grows.

According to a recent NAR survey, nearly one-third of all existing homes sold recently were either short sales or foreclosures. For many real estate professionals, short sales and foreclosures are the new “traditional” transaction. REALTORS® who have earned the SFR certification know how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities.

The certification program includes training on how to qualify sellers for short sales, negotiate with lenders, protect buyers, and limit risk, and provides resources to help REALTORS® stay current on national and state-specific information as the market for these distressed properties evolves.

You can reach Randy at [www.GreatDesertHomes.com](http://www.GreatDesertHomes.com) , [Randy@RandyWiemer.com](mailto:Randy@RandyWiemer.com) or by phone at (760) 333-7747.

Windermere Real Estate is the leading residential real estate network in the desert area today and leads in market share for listings and sales. With more than 600 local agents and 13 offices, we have the entire valley covered with professional agents ready and willing to assist anyone with their real estate needs.

Existing Windermere Real Estate offices are located in Palm Springs, Palm Springs South, Rancho Mirage, On-Site office at The Club at Morningside in Rancho Mirage, On-Site office at The Springs Country Club in Rancho Mirage, On-Site office at Deep Canyon Tennis Club in Palm Desert, Palm Desert (San Pablo), Palm Desert (Cook & Hovley), Indian Wells Main, Indian Wells Luxury Homes & Estates and La Quinta, as well as offices in Garner Valley and Lake Arrowhead.

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