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# Fatou Niang of William Pitt Sotheby's International Realty Earns NAR Short Sales and Foreclosure Resource(R) Certification

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

By **ANDREW WOOD** (Open Post) (/users/andrew-wood3c156367e85c6f590cfa5dfccc5bab580ffa229a580ac62189d1e44d6a409c0b)  
 ☺ April 14, 2015

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**NEW CANAAN, CT — April 14, 2015 —** Fatou Niang of William Pitt Sotheby's International Realty's New Canaan brokerage has earned the nationally recognized Short Sales and Foreclosure Resource certification. The National Association of REALTORS® (NAR) 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 short sale or foreclosure process is a complicated one for the seller and the buyer. It is a long process, and despite all efforts to improve on that, there are certain periods of time that cannot be shortened for legal reasons, which lenders and/or banks must respect,” said Niang. “It is key for me to help my clients, understand their urgency and educate them on all their options when facing or foreseeing a hardship that could result in a short sale or foreclosure.”

“As leading advocates for homeownership, REALTORS® believe that any family that loses its home to foreclosure is one family too many, but unfortunately, there are situations in which people just cannot afford to keep their homes, and a foreclosure or a short sale results,” said 2013 NAR President Gary Thomas. “Foreclosures and short sales can offer opportunities for home buyers and benefit the larger community as well, but it’s extremely important to have the help of a real estate professional like a REALTOR® who has earned the SFR® certification for these kinds of purchases.”

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. To learn more about the SFR® certification, visit [www.REALTORSFR.org](http://www.REALTORSFR.org).

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