

# Foreclosure.com Interviews 40-Year Real Estate Veteran on Turning Pre-Foreclosures into Lease Options and Short Sales

*Educational feature explores ethical investing strategies amid rising foreclosure activity*

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-- Foreclosure.com has published a new long-form educational interview

titled "[Turning Pre-Foreclosures into Profitable Deals: Lease Options, Short Sales, and Market Strategies with Coach Gage.](https://www.foreclosure.com/videos/turning-pre-foreclosures-into-profitable-deals/)" <https://www.foreclosure.com/videos/turning-pre-foreclosures-into-profitable-deals/>

The article features insights from real estate investor and educator James "Coach" Gage, who brings more than four decades of experience in distressed property investing.

The interview examines current housing market conditions, including elevated mortgage rates, affordability challenges, and increasing pre-foreclosure activity in certain U.S. markets. It provides educational commentary on how investors evaluate properties for lease options and short sales, while emphasizing ethical standards and proper due diligence.

According to industry data cited in the discussion, foreclosure activity has increased year over year in several states. The interview focuses on how investors can navigate these situations responsibly when working with homeowners experiencing financial distress.

## Educational Overview of Pre-Foreclosure Strategies

The article outlines two common strategies used during the pre-foreclosure phase:

- Lease Options – Agreements that provide the right, but not the obligation, to purchase a property at a predetermined price within a specified time frame.
- Short Sales – Transactions in which a lender agrees to accept less than the total outstanding mortgage balance, typically due to verified financial hardship.

Coach Gage explains that the appropriate strategy depends on property value, loan balance, liens, and the homeowner's financial situation. The discussion stresses the importance of transparent communication and compliance with applicable state laws.



“Know thy numbers. The numbers never lie,” Gage stated, emphasizing due diligence and financial analysis.

#### Ethical Considerations Highlighted

A significant portion of the interview addresses ethical investing practices. The discussion encourages investors to conduct thorough property evaluations, review lien status, understand lender requirements, and clearly communicate risks and outcomes to homeowners.

The interview does not promote or announce any legal action and is intended solely for educational and informational purposes.

#### Market Outlook and Investor Preparation

The article also examines broader housing market trends, including:

- Interest rate impacts on affordability
- Inventory fluctuations in certain metro areas
- Investor preparation for potential market shifts in 2026

Coach Gage advises new investors to begin locally, build experienced professional networks, and focus on long-term sustainability rather than short-term speculation.

#### About Foreclosure.com

Foreclosure.com is a national real estate data provider offering foreclosure, pre-foreclosure, and distressed property listings across the United States. The company provides property research tools and educational resources designed to help real estate professionals and investors make informed decisions. Get Free local foreclosure [email alerts](https://www.foreclosure.com/turn-on-the-alerts/) at <https://www.foreclosure.com/turn-on-the-alerts/> and [explore videos and article content](https://www.foreclosure.com/videos/) at <https://www.foreclosure.com/videos/>.

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