

### ***Buyer Short-Sale Checklist***

Is the buyer pre-approved?  Yes  No

Is the buyer a cash buyer and willing to submit proof of funds?  Yes  No

Is the buyer willing to make reasonable offer?  Yes  No

Does the buyer have realistic expectations of the time-frame?  Yes  No

Can the buyer be flexible on their closing date?  Yes  No

Will the buyer lock in their interest rate thru to closing?  Yes  No

Is the buyer willing to spend money on the following to make this happen?

• Mortgage application  Yes  No

• Inspections  Yes  No

• Attorney fees  Yes  No



Any “No” answers to the above questions?  
If there are, seriously consider ***not*** taking this buyer  
as a client.