

Seller Short-Sale Checklist

- Will the seller follow through with attorney recommendations? Yes No
- Will the seller complete their portion of the short-sale package? Yes No
- Will the seller keep you informed of lender communications? Yes No
- Does the seller have an actual hardship? Yes No
- Does the seller have assets? Yes No
- If so, is the seller willing to use them if required by the lender? Yes No
- Is the seller current with homeowners' association fees? Yes No
- If not, is the seller able to become and remain current? Yes No
- Does the seller have realistic expectations of the current market? Yes No
- Does the seller understand how long the short sale may take? Yes No
- Is the seller motivated to get out of their situation? Yes No
- Will the seller allow you to discuss lien situation with buyer's representatives? Yes No
- Will the property be listed for an adequate amount of time? Yes No
- Has the seller agreed to a for sale sign? Yes No
- Has the seller agreed to a key box? Yes No
- Will the property be easy to show? Yes No
- Is the seller willing to do what is required so that the property shows well? Yes No
- Will the seller agree to price the property realistically? Yes No



Any "No" answers to the above questions?
If there are, seriously consider ***not*** taking this listing.