

# Let Lawyers Title Short Sale Services Take the *Chaos* Out of Your Short Sale



## This is what it takes to manage a Short Sale...

Draft Hardship Letter • Finds Short Sale Lender Package • Reassure Sellers • Update Buyers Agent on Progress  
Complete Short Sale Package • Call to Confirm Package Receipt • Update seller on Bank Progress • Manage Buyers Agent  
Send Package to Bank • Get Loss Mitigator's Name and Number • Listing Agreement • Short Sale Disclosures  
Review SS Package for Completeness • Gather Seller Disclosures • Double check SS Package Before Submitting  
Order Property Profile for the Bank • Sell the Property • Solicit Buyers • Respond to Offers • Submit Counter Offers  
Prepare Comps for Bank • Open Escrow • Prepare Initial HUD • Keep Buyers Interested • Manage Property on MLS  
Revise the HUD as Needed • Install Yard Sign • Show the Property • Create Flyers • Stage the Property • Respond to Bank Request  
Manage Your Pipeline • Loss Mitigation • Negotiate with Lender • Postpone Foreclosure Date  
Confirm Bank Agreement in Writing • Order Lien Payoff • Determine Lien Priority  
Determine Loan Type • Determine Short Sale Process

***Lawyers Title can help. Contact us today to find out how!***

**KYLE WALLACE**

*Short Sale Facilitator*

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**Lawyers Title**