

What to Expect

Lenders incur huge cost in foreclosing on property and in most cases would rather approve a short sale. Because the property is not in the lenders name prior to foreclosure the lender doesn't have the authority to sell your property - **YOU** must initiate the process with approval from the lender if the sales price is less than what is owed.

We make this process simple and there are no up front fees, cost or obligation to you as we are paid through the program via lenders approval. No matter where you are in the foreclosure process time is of the essence, and it is in your best interest selling the home before foreclosure. If your auction date is fast approaching we will request additional time from the lender to sell the property before foreclosure.

Within 24 hours of you faxing back a completed packet our coordination department contacts your lender, pulls a title preliminary report, and performs a comparative market analysis. This information allows us to accurately estimate figures and complete the paperwork lenders require.

Once all information is gathered we go over all your options, which may include a modification if you choose to accept, or if the lenders short sale terms are agreeable we move forward with listing the property which one of our local inventory managers will come out perform the due diligence, take photo's for the MLS, and over the standard paperwork.

Once the property is on the market offers start coming into our office and we'll present you the offers and assist you in selecting the highest and best one which we'll then submit to your lender for their approval. When the lender signs-off on the offer escrow will be opened and from this point it's very similar to a standard sale escrow.

We're here to help make this transition as smooth as possible giving you an opportunity to avoid foreclosure effortlessly.

Any questions contact us.

Staff

info@CaliforniaPropertyLiquidators.com

800.766.5804

**SHORT SALE
SELLER INTERVIEW QUESTIONS**

1. When was the property purchased? _____
 2. Original purchase price? \$ _____
 3. Who is on title? _____
 4. Who is on Mortgage? _____
 5. What kind of mortgage do you have? Conventional / VA / FHA
 6. How many Mortgages do you have? _____
 7. Who is the lender(s)? 1ST _____
2ND _____
3RD _____
 8. Approximately how much do you owe to each lender?
1ST \$ _____
2ND \$ _____
3RD \$ _____
 9. Are you current on all your mortgage payments? Yes / No
 10. Will you be able to remain current? Yes / No
 11. What are your current payments including taxes and insurance?
1ST \$ _____
2ND \$ _____
3RD \$ _____
 12. Are you up to date on your Condo or Homeowner's Association payments? Yes / No
If not how many months are you behind? _____
Contact Info: _____
 13. Do you owe back taxes or are there any liens on your property? Yes / No
Details _____
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SELLER INTERVIEW QUESTIONS**

- 14. Have you considered or are you considering declaring bankruptcy? Yes / No
- 15. Are you living in the property? Yes / No
If not where are you living and is the property being maintained? Yes / No
- 16. What is the condition of the property? _____
- 17. What repairs are needed? (Use the Repair Sheet)
- 18. If you are relocating when do you have to move? _____
- 19. What lender correspondence have you received? _____
- 20. What is the situation that caused you to miss or will cause you to miss your payments or (if no payments have been missed) why do you need to sell?

- 21. What is your household monthly income? \$ _____
- 22. What are your estimated monthly expenses Besides Mortgage? \$ _____

Additional Notes:
