

Agent Short Sale Analysis Questions

- 1) Is there a live offer? If so, what is the offer amount?
- 2) How soon can the buyer close from the date of approval?
- 3) Is the offer cash or financing?
- 4) If the buyer is obtaining financing, what type? (FHA, Conventional, etc)
- 5) How much financial contribution does the seller have available to bring to closing?
- 6) Is the buyer an investor or a retail buyer?
- 7) According to the listing agent's most recent CMA, what is the fair market value for the property?
- 8) Are there any other lien holders on the property? If so, have they been engaged?
- 9) What are the names of the other lien holders and their approximate unpaid principal balance?
- 10) Is the property occupied or vacant?
- 11) What was the property originally listed at?
- 12) What is the current list price?
- 13) How many price reductions have been made?
- 14) How many showings of the property have been done?
- 15) How many realtors are involved?
- 16) If there is more than one realtor, is the other realtor with the same company?

17) What is the property condition?

18) Has the 2nd lien holder issued their approval (if there is a 2nd lien)?

19) If the 2nd lien holder has not issued their approval, what is their turn-around time?

20) If there are HOA dues, are they greater than 6 months worth of past dues?

21) Has escrow been opened?

22) Who is the title company? What is the closing agent's name, phone number, fax, email, etc?

23) Have the buyers begun their financing (appraisal, inspections, etc)?