

# Short Sale Realtor Checklist

## 1. What is your background?

(This is more of a financial transaction than a Real Estate transaction. You need a Realtor with a strong financial back ground.)

Before becoming a Realtor, what did you do?

Financial Background?

Yes

NO

Do you have a financial degree?

Yes

NO

Marc Shudnow - Certified Public Accountant, MBA - Finance // Iva Shudnow 5 year Chase Bank - Loss Mitigation Consultant

## 2. Who will be negotiating the transaction?

(This can make or break your transaction. Are they turning the negotiations over to a lawyer, or other negotiator? This is important to know.

That negotiator will want to get paid and paid big. This money will go against the deal and can mess up the transaction. Many 2nd mortgages have requirements as to how much money they will take, every extra dollar in expense, will reduce your chances of success.)

Do you Negotiate the Transaction?

Yes

NO

Iva Shudnow and her staff handles all the negotiations. NO extra costs or fees.

## 3. Who will pay the attorney and Title Fees?

(Will you pay have to pay? What if the deal goes bad? Will you get a bill from the attorney?)

Do you pay for the attorney

Yes

NO

Do you pay for the title insurance

Yes

NO

If the deal does not go through, do you pay the attorney bill?

Yes

NO

If the deal does not go through, do you pay the title insurance bill?

Yes

NO

With us, you will NEVER receive a bill. Our attorneys will NEVER send you a bill for any reason.

## 4. Do you negotiate Deed in Lieu's?

(They should, its to your advantage to get out. If they don't, they are just cherry picking the easiest cases, and leaving the rest behind.)

Do you handle Deed in Lieu's?

Yes

NO

Do you negotiate the Deed in Lieu's your self?

Yes

NO

We do negotiate Deed in Lieu's. This is to your advantage since it give you more opportunities to get out of the home.

## 5. Do you work with Credit Repair Companies?

(They need to. When the process is complete, you should immediately start working with a credit repair company in order to improve your credit.)

Do you work with Credit Repair Companies?

Yes

NO

We have 2 excellent Credit Repair Companies that we work with. They will help get your credit back up.

**\*\* The Realtor you hire, should have a YES in every box.**

RE/MAX 1st Class - Shudnow Short Sale Group  
- Serving Cook, DuPage, Lake, Will & Kane Counties  
(866) 402-0659

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