

# THE TYPICAL STEPS TO HELP YOU THROUGH THE SHORT SALE PROCESS

## BENEFIT OF COMPLETING A SHORT SALE



Avoid foreclosure



Save your credit



Reduce debt



New home  
purchase options



Every 771 minutes, someone in the City of Chicago completes a Short Sale Transaction, which means more than 681 transactions per year in the city alone.

## A TYPICAL SHORT SALE IS AN 8 STEP PROCESS



Client Consultation



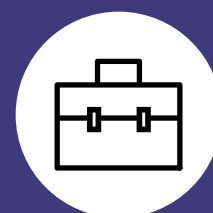
Listing  
Documentation



Market the home to  
Buyers



Lender Specific  
Documentation



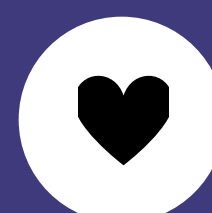
Submit Short Sale  
Package



Contract and  
Closing Statement  
Submission



Short Sale  
Negotiations



Move Out and  
Closing

"Waiver of Deficiency"

=

The lender has agreed  
not to sue you for the  
unpaid balance



Working with the right  
agent could mean  
success or failure