



Important Questions to Ask the Listing Agent

1. Has the listing agent gathered all the documents required by the lender(s) for a short sale?
2. Have there been any offers on the property so far?
3. How many loans are on the property? How many liens?
4. What type of loans are they? Who are the lenders?
5. If more than one loan, are the 2nds and above straight notes or HELOCs?
6. If there are other offers on the property, have the offers been submitted to the lender?
7. Has the listing agent performed a recent CMA on the property?
8. If other offers have been submitted, has the BPO or appraisal been done?
9. Is the property in foreclosure? What is the auction date?
10. Is the Seller current on the loan(s)? If not, how many payments are delinquent?
11. Does the Seller have a qualifying hardship?

For short sale questions, please email Mike Hon, Associate Broker, Market Pro at Michael.Hon@IronEagleRE.com.