

# SRU - SHORTSALE RESPONSE UNIT

When you need more than First Aid on your short sales  
**SRU.... SRU....SRU... is here for you!**

THE SRU WAS FOUNDED TO HELP CDPE AGENTS FOCUS ON SAVING HOME OWNERS FROM FORECLOSURE AND NOT GETTING BOGGED DOWN ON CHASING DOCUMENTS, PACKAGING AND FAXING. WE ADDRESS EVERY POSSIBLE EVENTUALITY UPFRONT WITH OUR SELLERS TO ENSURE THE SMOOTHEST FASTEST CLOSING WE CAN!

**WITH THE ABOVE SAID HERE IS WHAT WE WILL DO FOR YOU AND WHAT WE NEED TO ASK OF YOU;**

- 01.** Qualify the sellers using the  $E=MC^2$  principal
- 02.** Sign the listing agreement as you would any normal sale, include the SS addendum and your own variants if you want, include the CDPE Hold Harmless, use our What Can Go Wrong disclosure, Authorization To Represent Form, etc...
- 03.** Introduce the SRU to your sellers and let them know to expedite our request for documents and materials. Let them know that we expect to get all of their info within 72 hrs and we wish to be fully submitted within 5 days of your meeting. Explain to them that you want a liquidation appraisal to be done on the home and that the appraiser will call for a credit card payment of \$250(This is optional but highly recommended).
- 04.** Call us with the information of who to contact.
- 05.** Open escrow with **Lawyers Title**
- 06.** Input the information into the MLS and add Mark Taylor as lender of record (language available)

**From that point on we are all systems go...**

We will then liaise with you and your seller – collate, copy and cross reference all materials needed from them to complete the short sale package. We will submit the Authorization To Represent immediately as the package is being prepared, we will collect, with your help, local market data, have the seller pay for an appraisal, we will prepare the HUD as we know it is best to include all issues i.e. taxes, HOA assessments due, etc...

The package will be collated and compiled. When it is finished we will submit to the lender and confirm you are now able to contact the bank as the authorized representative. You and your seller will be emailed the package with a time line of what was done when it was done and what needs be done next. This allows you to do what you do best and negotiate on behalf of your clients while exploring further opportunities to help other homeowners.

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# CALL 888 SRU ADVICE FOR MORE INFO

INFO WE MUST HAVE FROM YOU TO ENSURE THE PACKAGE IS WELL RECEIVED AND EXPEDITED

- ALL REAL ESTATE FORMS AND CONTRACTS
- MLS HISTORY
- MLS SHOWING AWC
- BUYERS APPROVAL LETTER
- EARNEST MONEY FROM BUYER OPENED WITH LAWYERS



THE FOLLOWING INFORMATION IS USED FOR THE CALCULATORS WE USE TO REFUTE ANY PUSH BACK BY LOSS MITIGATION ON PRICE, COST AND COMMISSION

- LIST PRICE
- DOES THE LOAN HAVE MI
- HOW MANY MONTHS BEHIND
- REPAIR COST ESTIMATE (AND PHOTOS OF REPAIRS NEEDED)
- SUBDIVISION DOM FOR YTD
- MARICOPA COUNTY DOM
- SUBDIVISIONS LAST 6 MONTHS DEPRECIATION %
- MODEL MATCH HOMES FOR SALE WITHIN A 3-5 MILE RADIUS
- MODEL MATCH HOMES FOR SALE WITHIN A 3-5 MILE RADIUS THAT ARE REO
- MODEL MATCH HOMES FOR SALE WITHIN A 3-5 MILE RADIUS THAT ARE SHORT SALE
- PENDING FORECLOSURES IN THE NEXT 90 DAYS FOR THAT SUBDIVISION.

With all of the above information provided to us we can alleviate many hours of frustration and work from your busy schedule. Let us do what we do best.

Remember we are not realtors; we do not carry a license; we are here to help you – we cannot get real estate documents signed for you; we are not your assistants; we can't coax or coach clients in this process. But we will take all the items you give us and produce the finest Short Sale package ever for you and your seller and ensure we help them with their fresh start in life as quickly as we can.

