

A notice and summary we provide to Realtors when asking them to do a listing for us...

There will be two closings on all our short sale closings.

The first closing will be between the homeowner in default and my company. There will be a clear title when my company conveys title to the end buyer. On the first closing between the homeowner in default and my company, *my company pays all judgments, liens, outstanding mortgages and anything else encumbering the title.* That is why we cannot afford to pay any closing costs or what is customary and usual for the seller on the closing between my company and your buyer.

What is paid in closing costs and fees on the first closing between the homeowners in default and my company is not usual and customary. *My company pays it all. The homeowner in default will pay nothing.* My company also paid for the costs associated with negotiating the short discount (attorney's fees) and excessively high private loan fees to fund the first closing. My company incurred fees to make the short sale happen and they are very extensive.

The homeowners in default will show up to all closings between them and my company.

It is a little different on these short sale deals but remember the end buyer will still be getting a great deal on the property.

The end Buyer will pay current taxes for the existing year and all closing costs and fees associated with the closing between my company and the End Buyer. There will be no pro-ration of taxes.

Seller (my company) will pay all Realtor commissions. Seller (my company) will also pay back taxes.

We will only use a Title Company we work with to close all short sale transactions because they are familiar and experts with closing short sale back-to-back transactions successfully and without stress.

They do nationwide closings and stay current on all new laws and changes with short sale closings. Our title company is owned by attorneys.

We're happy to have begun what should be a profitable long-term relationship for all parties involved,

Nick Cifonie