

SHORT SALE SERVICES

Call us for Comprehensive Services
Geared to Your Needs!



253.445.2150

Serving King, Pierce, and Snohomish Counties.

FULL SERVICE, START-TO-FINISH.

When the Seller's mortgage company (Lender) responds with a counter offer, Northpoint will facilitate and coordinate on your behalf with valid data to support your offer. Our method is systematic, and favored by Lenders across the board.

MOST EXPERIENCE.

Northpoint's Short Sale Team has successfully closed many Short Sale transactions. We know the Lenders, we know the people; and they know us. Want to increase the odds of getting your transaction closed? Choose Northpoint.

ONE-ON-ONE CUSTOMER CARE.

Assembling a complete Short Sale Package is vital. Northpoint's team works directly with your Seller to collect all necessary information (while you work on your next transaction). Using our exclusive Seller Information Kit, we'll organize everything; making it less painful for your client and more favorable to the Lender. And, of course, we'll handle your clients with sensitivity and professionalism.

Call 253-445-2150 for more information.



SHORT SALE SERVICES

Northpoint's Short Sale Team is the industry's most experienced. We work with Sellers, Agents, and Lenders to facilitate a smooth transaction.

- Facilitation of Lender Discussions
- SSP Preparation & Submission
- BPO Coordination
- Transaction Coordination
- Communication and Reporting
- Escrow and Title Integration

FULL COORDINATION

Purchase Phase

FEE: 1/2%
of Sale Price*

\$350 non-refundable
deposit required

Fee paid by Agent(s)

Short Sale Services.

Purchase Phase	FULL COORDINATION Purchase Phase FEE: 1/2% of Sale Price \$350 non-refundable deposit required
Order Title / Distribute to all parties	●
Coordinate with Seller to collect and prepare Short Sale Package (SSP)	●
Coordinate with Seller's bank regarding short sale, Letter of Authorization, current list price, and Broker Price Opinion (BPO)	●
Event-driven updates for Agent	●
Request/receive an estimated HUD from Northpoint Escrow with all liens	●
Communicate with Lender regarding foreclosure.	●
Submit Short Sale Package (SSP) to Loss Mitigation; electronic copies to Agent, Customer, and Lender.	●
Open Escrow, and update Title; send confirmation to all parties.	●
Set up Contingency tracking; alert all parties on each key date.	●
Verify Lender in receipt of SSP (within 24hrs of submission). Verify Negotiator assigned; update all parties.	●
Request/confirm BPO ordered and scheduled; update all parties.	●
Follow up to confirm BPO has been turned in & reviewed.	●
Discuss BPO results with negotiator to determine if the current offer on the table has been accepted. Secure conditions. Update all parties.	●
Confirm Short Sale Approval is received; copy all parties.	●
Deposit Earnest Money.	●
Calculate commissions; update all parties.	●
Confirm inspection/appraisal process has been completed; update all parties.	●
Obtain status of loan docs from new lender; update all parties.	●
Confirm signing schedule; update all parties.	●
Transaction closed; update all parties. Confirm commission check to Brokers and Agent.	●
Reporting	
Weekly activity report showing most recent listing and sale activity within a 1-mile radius of the subject property.	●
Weekly Comparable Report. A weekly report to provide comparable sales for the subject property.	●
Weekly Status Report (Escrow). This report shows timeline and progress of escrow activity.	●