



SHORT SALE CLOSING PROGRAM ANNOUNCEMENT
SUPERIOR TITLE NOW PROVIDES SHORT SALE ASSISTANCE
ELIMINATE THE STRESS OR UNCERTAINTY WITH SHORT SALES
LIST AND SELL WITH CONFIDENCE
SIMPLIFY AND STANDARDIZE YOUR SHORT SALE PROCESS
CREATE MORE CLOSINGS

Superior Title is pleased to announce an expansion of its closing to include services to assist the real estate agent in processing information to obtain approval for a Short Sale Transaction. Superior Title will assist the agent in the collection of sellers' relevant financial documentation, following up with the Short Sale Lenders, and directing the negotiation of the lien release(s) for their property to the parties who are responsible for that negotiation.

Our staff will forward the Short Sale package to the lender, conduct regular follow up phone calls with the lender, and report matters requiring negotiation between the parties (short sale lender, real estate agent and the seller) in order to obtain all necessary lien releases.

Our services provided in assisting with the Short Sale Transaction are an expansion of our title and closing services.

Here's a brief review of the activities that would be handled by Superior Title:

1. Obtain signed authorization from seller allowing Superior to communicate with the short sale lender.
2. Contact the Short Sale Lender(s) to determine the documents required for Short Sale approval.
3. Relay information from the Short Sale Lender to the real estate agent or seller relating to the documents necessary to request a Short Sale approval. Once the agent or seller has provided this documentation, Superior Title will forward to the documents to the Short Sale Lender.
4. Follow up with the lender every 5-7 business days for a current status on the short sale request.
5. Correspond via e-mail to you whenever any meaningful communication takes place.
6. Communicate between agent and Lender (while we are happy to communicate on the seller's behalf, please understand that Superior Title cannot negotiate terms of approval and acceptance).
7. Provide a blank hardship letter template (but will not be responsible for preparing the seller's hardship letter)
8. Prepare a preliminary HUD statement based on the most current mortgage, property tax, municipal lien, HOA/condo information available.
9. Forward all offers and counteroffers to Short Sale Lenders, etc. and to seller's real estate agent in order to facilitate the lien release process.
10. Obtain Lender's decision(s)
11. Prepare all closing documents
12. Conduct a successful and professional closing.

WANT TO KNOW MORE? You are welcome to call us anytime at **352 624 9700**.

**SALLIE BASSETT
CINDY LALLY
BETTY STALLONE**

