



# SmartShortSale

8 Simple Steps to Short Sale Success:



Short Sales are the brain surgery of Real Estate. Gain peace of mind with your transaction knowing that your HomeSmart agent has a team of experts on duty with Smart Short Sale, the most comprehensive, **in-house** short sale system in Arizona... at **no additional cost** to you!

**1.**

Start by registering on [SmartShortSaleAZ.com](http://SmartShortSaleAZ.com) and watching brief videos introducing the program.

**2.**

The Smart Short Sale team reviews with you any special Lender or Government programs or guidelines and collects the required documents for the short sale package.

**3.**

Your Agent works with you to list, market and obtain the best purchase offer on your home and submits the offer to the Smart Short Sale team.

**4.**

The Smart Short Sale team works with your lender(s) to obtain contingent approval, providing you and your Agent regular updates along the way.

**5.**

Before agreeing to the short sale, you review the approval with tax and legal professionals until you are satisfied with the written terms of settlement.

**6.**

Your Agent issues an Agreement Notice to the Buyer's Agent and works the transaction to close per the terms of the contract.

**7.**

Congratulations! Your short sale is complete! Your house is sold!

**8.**

Your Agent introduces you to a credit restoration program, exclusively from Smart Financial Mortgage to get you back on the path to home ownership once again.

## Benefits to you:

- Avoid the risk of having your short sale handled by novice agents with no operational support behind them.
- Improve the potential for a successful short sale with less headaches and an overall smoother process.
- Work with a team of professionals who have the knowledge and skills in listing, processing and negotiating large volumes of these difficult transactions, all within one brokerage firm.
- Position yourself to minimize credit impact and maximize credit recovery.
- Provide the best opportunity to avoid foreclosure and settle your affairs in a dignified and responsible manner.



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