

# The Short Sale Comparison Chart

STAGES OF A DEAL	NORMAL SALE	SHORT SALE
Find a Seller?		
Get them to Hire You?		
Paperwork? Disclosures?		
Answer lots of Questions?		
Challenges and Obstacles?		
Get the Property Sold?		
Written Agreement/Offer?		
Select the Best Buyer?		
Answer lots of Questions?		
Challenges and Obstacles?		
Conditions to the Sale?		
Inspections / Appraisals?		
Funding – Proof of Available?		
Agree to Pass Clear Title?		
Get Payoff Amounts of Liens?		
Coordinate the Actual Closing?		
Clear Liens / Payoff Loans?		
Transfer the Title – New Owner?		



**Scot Kenkel's**

**Short Sale  
Listing Bootcamp**

