

# Wachovia Short Sales Made Easy

1. Obtain Listing Agreement
2. Contact local Short Sale Manager as soon as you get the listing (see attached)
3. Short Sale Manager will notate in Wachovia system that the property is listed; Listing Agent will notate in MLS "Wachovia Short Sale".
4. Short Sale Manager can conduct a "pre-contract" interview with seller, if needed
5. Send HUD and ratified contract to local Short Sale Manager via email, once received
6. Receive approval/minimum net from Wachovia
7. Obtain settlement letter from any junior lien holders
8. Close in 45 days or less



**WACHOVIA**