



**FEE STRUCTURE AGREEMENT FOR SHORT SALE NEGOTIATIONS**

There are two options for our successfully negotiating a short sale contract to closing. **Under no circumstances does Short Sales For America EVER deduct a fee for it's services from the real estate agent's commission.**

If your property is located in Florida then we have partnered with Bayside Title & Escrow, Inc. to offer local real estate agents an alternative to fee based short sale negotiating. If the parties to the short sale contract agree to have Bayside Title & Escrow, Inc. act as the closing agent for the transaction, then NO FEE will be owed from the Sellers or Buyers for any reason.

**Please check the box which applies to this closing:**

1) **I am submitting a file for a short sale negotiation on the below listed property and agree to have Bayside Title & Escrow, Inc. act as the closing agent for this contract. I understand that by using Bayside Title & Escrow, Inc, NO MONIES will ever be charged directly to the buyer or seller of the property to pay for the short sale negotiation and NO MONIES will ever be deducted from my real estate commission, even if the file does not close.**

2) I am submitting a file for a short sale negotiation on the below listed property and will NOT be using Bayside Title & Escrow, Inc as the closing agent for this contract. I understand that Short Sales For America will charge the seller of the property a \$995.00 fee due when the Short Sale package has been completed. During this time Short Sales For America will have gathered, compiled and analyzed the financial information of the seller including a hardship letter, tax returns, income information and preliminary title search to determine the Short Sale capability of the property and owner.

I also understand that on all transactions, Short Sales For America will request a ONE (1%) PERCENT seller's concession from the short sale lender which will be credited to the buyer at the time of closing. This one percent concession will be charged to the buyer by Short Sales For America on the HUD-1 Closing Statement at the time of closing. This is NOT a fee the buyer is responsible for paying. The Short Sale Lender will be paying it through the use of the Seller's Concession. If the short sale lender does NOT approve this one percent concession for any reason, then Short Sales For America agrees to waive this fee and proceed with negotiating the short sale under the terms stated in either Option One or Option 2 shown above.

**If for ANY reason the closing does not happen using option (1) then no monies will ever be owed to Short Sales For America for the work performed on the file. We only get paid if the contract is successfully negotiated and closed.**

**If for ANY reason the closing does not happen using option (2) then we are only entitled to the \$995.00 Document Review and Short Sale analysis fee as stated. No other monies will be owed on the file for any reason.**

Property Seller Name: \_\_\_\_\_

Property Address: \_\_\_\_\_

**SHORT SALES FOR AMERICA**

By **Kevin J. Doran**

Kevin J. Doran, V.P

Licensed Florida Real Estate Agent

Realtor: \_\_\_\_\_

Print Name

Signature of Realtor

Agency Name

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