



CERTIFIED DISTRESSED
PROPERTY EXPERT®

Short Sale vs. Foreclosure Loss Severity Comparison

Short Sale

Market value:	
Loan amount:	
Sale price:	
Taxes:	
Insurance:	
Closing costs (2.25%):	
Commissions (6%):	
Proceeds from sale:	
Loan amount:	
Less proceeds:	
Plus mortgage insurance:	
Lender loss:	
Loss percentage:	

Foreclosure

Market value:	
Loan amount:	
Sale price:	
*Legal fees:	
Taxes:	
Insurance:	
6 months utilities:	
6 months maintenance:	
6 months interest loss:	
Association dues:	
Closing costs (2.25%):	
*Staffing costs:	
Commissions (6%):	
Proceeds from sale:	
Loan amount:	
Less proceeds:	
Plus mortgage insurance:	
Lender loss:	
Loss percentage:	

*\$5K for first \$100K sales
price, \$1K for every
\$100K thereafter

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