



CERTIFIED DISTRESSED
PROPERTY EXPERT®

Questions to Ask During a Bank Referral

1. What is the address? _____
2. What is the loan number? _____
3. What is the seller's phone number? _____
4. What is the seller's email address? _____
5. Does the seller live in the property? _____
6. What is the principle balance owed? _____
7. Who is (are) the lender(s)? _____
8. How many days is the seller past due? _____
9. Is there a scheduled foreclosure date? _____
10. If so, when is the foreclosure date? _____
11. What is the lender's fax number? _____
12. What is the lender's phone number? _____
13. What is the lender's email address? _____
14. Who will be handling the negotiation of file? _____
15. What is that person's email address? _____
16. What is that person's phone number? _____
17. Has the seller been qualified for HAMP/HAFA? _____
18. Is the lender providing any cash incentives to the homeowner? _____
19. If so, how much? _____
20. If so, what are the guidelines? _____