



Street Name

COMPREHENSIVE REAL ESTATE ANALYSIS: Attorney - Paul Stansen



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STEP 1: NATURE OF PROBLEM

DEFINE LOAN ENCUMBRANCES

Loans / Lenders

TD1 _____

\$ _____ / PM \$ _____

Default Y / N – Months Behind _____

TD2 _____

\$ _____ / PM \$ _____

Default Y / N – Months Behind _____

Are loan docs available for review?
YES (___) NO (___)

HARDSHIP EXPLAINED

- ___ Combination of problems
- ___ Insufficient income/assets to cure
- ___ Declined value of property
- ___ In constructions business
- ___ Real estate REALTOR MORTGAGE
- ___ Emergency / ___ Medical
- ___ Disso of Marriage
- ___ Rate increase unaffordable
- ___ Unemployed / ___ Single Earner

INCOME - H\$ _____ W\$ _____

NOD – N / Y : ___ / ___ / 200___

STEP 2: CONTACT DATA

Referrer

Name:

Phone:

Email:

Client

Name:

Address:

City:

Zip:

County: _____

Phone:

Email:

CLIENT TO PROVIDE KEY DOCS

- Mortgage Statement/s
- Originating Loan Docs / Discls / Applc
- Third Party Authorization Form
- Hardship letters
- Broker listing and BPO / Comps
- FINANCIAL STATEMENT**
- Most recent 2 months pay stubs
- Most recent 2 months bank statements
- Most recent 2 years tax returns
- Signed Arms Length Offer
- HUD-1 reflecting proposed payoffs

2-PHASE HELP + COSTS

PHASE 1 – Baseline Review

1. Baseline review based on key data
 2. Engagement Memo Signed
 3. Comprehensive Findings Letter
 4. Discussion of goals / strategies
- COSTS for Professional Assistance**
1-Page Engagement Memo defines scope of work – **FLAT \$\$\$ FEE**

PHASE 2 – Negotiate Workout

5. (Typically a) SHORT SALE
- COSTS for Professional Assistance**
Per Attorney-Client Fee Agreement
GREATER OF:
1% of Lender approved sales price or 45% of listing office commission
RETAINER REQUIRED

ATTORNEY + BROKER

Paul E Stansen, a Prof Law Corp

- ✓ 24+ years real estate expertise
- ✓ I assist homeowners approaching or in preforeclosure – analyze situation, define rights & obligations, recommend strategies & implement solutions to improve situation.

Paul E. Stansen

a Professional Law Corporation

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PESAPC

STRATEGIC ALLIANCE: STEP BY STEP

Timeline

2-3 Months

Mortgage Default

90 Days

NOD Recorded – Grace Period to structure workout

FILE Petition for Bankruptcy or TRO

21-25 Days

Notice of Trustee Sale

No cure last 5 days

111 Days

Public Sale

REO

Evicted