

# Gunning Team 2012 short sale track record.....

		LIEN HOLDER 1	LIEN HOLDER 2	NEGOTIATOR	occupant	CONTRIBUTION	DEFICIENCY
Angelfish	successful	GMAC	bank of america	Gunning Team	owner	got \$4000	none
Autunno	successful	seterus	bank of america	Gunning Team	owner	none	none
Binary Stars	refi/mod/dil	wells fargo		Gunning Team	owner		
Brookside	successful	Seterus	Bank of America	gunning Team	vacant	none	none
Calvert	successful	bank of america	bank of america	Gunning Team	owner	none	none
Carnegie	successful	greentree	chase	Gunning Team	Investor	none	none
CAVAISON AV	Successful	wells fargo		Gunning Team	Owner	PAID \$3000	None
COOPER CREEK DR	Successful	BANK OF AM		Gunning Team	Owner	GOT \$9000	None
Crown Pines	successful	chase		Gunning Team	investor	none	none
Crystal Stream	successful	ASC	SLS	Gunning Team	owner	none	none
DANA MAPLE CT	successful	us bank		Gunning Team	owner	None	None
ELK DR	Successful	Wells fargo		Gunning Team	Owner	PAID \$500	None
Extreme Shear	successful	Wells fargo		Gunning Team	Investor	None	None
FONVILLE AV	Successful	GREENTREE		Gunning Team	vacant	PAID \$5000	None
Giles	successful	greentree		Gunning Team	owner	got \$3000	none
Gray Granite	successful	bank of america		Gunning Team	owner	none	none
Hollandsworth	successful	chase		Gunning Team	Owner	got \$3000	none
La Laguna	successful	GMAC		Gunning Team	Owner	GOT \$3000	None
Megan	successful	select portfolio		Gunning Team	Owner	GOT \$3000	None
Mesa Verde	successful	bank of america		Gunning Team	owner	none	none
Narod	successful	ocwen		Gunning Team	owner	none	none
NAUGATUCK CR	successful	carrington	ocwen	Gunning Team	owner	none	none
Pimlico Hills	successful	Citi Mortgage		Gunning Team	Owner	GOT \$3000	None
Ramsgate	successful	GMAC	bank of america	Gunning Team	owner	paid \$1000	none
Raton	successful	Provident	e-Trade	Gunning Team	owner	none	none/prom
RIVER GLEN DR	Successful	Seterus		Gunning Team	Owner	PAID \$500	NONE
Sacks	successful	greentree		Gunning Team	investor	none	none
Santiago	successful	Nationstar		Gunning Team	owner	got \$1000	none
Shadow Brook	successful	bank of america	citibank	Gunning Team	owner	none	none
SHADOW POOL CT	successful	GMAC		Gunning Team	investor	none	none
Tortoise Shell	successful	wells fargo		Gunning Team	owner	paid \$500	none
Tree Creek	successful	Cenlar	bank of america	Gunning Team	investor	none	none
VALLEJO VERDE ST	Successful	Seterus		Gunning Team	Owner	None	None
Viewmont	successful	us bank		Gunning Team	owner	none	none
Vista Grande	successful	bank of america		Gunning Team	owner	got \$3000	none
WELLWORTH AV	Successful	Us bank	Wells Fargo	Gunning Team	Owner	None	None
WIND CAVE CT	successful	Bank of america	Bank of america	Gunning Team	Owner	GOT \$2500	None

Refi/mod/dil indicates that during the process, the seller worked out, often with our assistance, a refinance or a modification, enabling them to stay in the house, or a deed in lieu of foreclosure, if the homeowner felt that that option was in their best interest. In addition to the contribution, the "average" seller missed \$8500 in mortgage payments, which were forgiven through the process.

The above table is short sales where Sean Gunning has been the listing agent and the main contact between the seller and the bank in 2012. In 2012, year to date, we are 36 for 36, with an additional 8 approvals where we are waiting for the properties to close, and one seller who chose a different route. Industry-standard is somewhere around 50%. I have also been involved in some transactions where I am the listing agent, but an attorney is in charge of negotiation with the bank. On those, the transaction has been successful 8 times out of 13. Call me at 498-1171 for a free consultation, or Emily at 596-1171 to set up an appointment.