

## **Foreclosure vs. Short Sale**

<b>Issue</b>	<b>Foreclosure</b>	<b>Successful Short Sale</b>
<b>Future Fannie Mae Loan – Primary Residence</b> (effective May 21, 2008)	A homeowner who loses a home to Foreclosure is ineligible for a Fannie Mae backed mortgage for a period of <b>5 years</b> .	A homeowner who successfully negotiates and closes a short sale will be eligible for a Fannie Mae backed mortgage after only <b>2 years</b> .
<b>Future Fannie Mae Loan – Non Primary</b> (effective May 21, 2008)	An Investor who allows a property to go to Foreclosure is ineligible for a Fannie Mae backed investment mortgage for a period of <b>7 years</b> .	An investor who successfully negotiates and closes a short sale will be eligible for a Fannie Mae backed investment mortgage after only <b>2 years</b> .
<b>Future Loan with any Mortgage Company</b>	On any future 1003 application, a prospective borrower will have to answer <b>YES</b> to question C in Section VIII of the standard 1003 that asks <i>“Have you had property foreclosed upon or given title or deed in lieu thereof in the last 7 years?”</i> this will affect future rates.	There is no similar declaration or question regarding a short sale.
<b>Credit Score</b>	Score may be lowered anywhere from <b>250 to over 300 points</b> . Typically will affect score for <b>over 3 years</b> .	In some cases only late payments on mortgage will show and after sale mortgage will be reported as paid or negotiated. This will lower the score as little as <b>50 points</b> if all other payments are being made. In some states default can be reported as a foreclosures however the time a short sale instead of a foreclosure will affect a borrow is much less. A short sale's affect can be a brief as <b>12 to 18 months</b> .
<b>Credit History</b>	Foreclosure will remain as a public record on a person's credit history for <b>10 years or more</b> .	A Short Sale is <b>not reported on a persons credit history</b> . There is no specific reporting item for 'short sale'. In most cases a loan is typically reported 'paid in full, settled' or 'paid as negotiated'.
<b>Security Clearances</b>	Foreclosure is the most <b>challenging issue against a security clearance</b> outside of a conviction of a serious misdemeanour or felony. If a client has a foreclosure and is a police officer, in the military, in the CIA, Security, or any other position that requires a security clearance in almost all cases clearance will <b>be revoked and position will be terminated</b> .	A Short Sale on its own <b>does not challenge most security clearances</b> .
<b>Current Employment</b>		A short sale is not reported on a credit

	Employers have the right and are actively checking the credit regularly of all employees who are in sensitive positions. A foreclosure in many cases is ground for immediate <b>reassignment or termination</b> .	report and is therefore <b>not a challenge to employment</b> .
<b>Future Employment</b>	Many employers are requiring credit checks on all job applicants. A foreclosure is one of the most detrimental credit items an applicant can have and in <b>most cases will challenge employment</b> .	A short sale is not reported on a credit report and is therefore <b>not a challenge to employment</b> .
<b>Deficiency Judgment</b>	In <b>100% of foreclosures</b> (except in those states where there is no deficiency) the bank has the right to pursue a deficiency judgment.	In some successful short sales it is possible to convince the lender to <b>give up the right to pursuit a deficiency judgment</b> against the homeowner.
<b>Deficiency Judgment</b>	In a foreclosure the home will have to go through an REO process if it does not sell at auction. In most cases this will result in a lower sales price and longer time to sale in a declining market. This will result in a higher possible <b>deficiency judgment</b> .	In a properly managed short sale the home is sold at a price that should be close to market value and in almost all cases will be better than an REO sale resulting in a <b>lower deficiency</b> .

*This information was provided to demonstrate the possible ramifications of a foreclosure.  
Consult a Tax and/or Financial Professional for more specific details.*