

CHECKLIST FOR POST-DEATH LIEN NEGOTIATIONS

<p><u>New Proposed Values</u> Offer Amount \$ _____ Fair Market Value \$ _____ <i>New Medicaid Amount Owed: \$ _____</i></p>

<p><u>Original Billing Values</u> Medicaid's Amt. Owed \$ _____ Tax Appraised Value \$ _____</p>

Factors considered:

- (01) Property selling Yes _____ No _____
- (02) Family wants to satisfy lien Yes _____ No _____
- (03) Property has or will be sold at tax sale? Yes _____ No _____
- (04) Property nearing foreclosure? Yes _____ No _____
- (05) Age of Lien _____
- (06) Promissory Note to Pay Lien? Yes _____ No _____
- (07) Reappraised by County? Yes _____ No _____ Reason _____
- (08) Reappraised by Licensed Appraiser? Yes _____ No _____ Reason _____
- (09) Listed for sale by Realtor? Yes _____ No _____
- (10) How long on Market? _____
- (11) How many offers? _____ Reason Sales did not go through? _____
- (12) Repairs needed _____
- (13) Contractor supplied estimates of repairs? Yes _____ No _____
- (14) Financing or (15) Cash Sale? _____ If Financing, is this a (16) FHA or VA Loan? _____
- (17) Are there any Health/Safety Hazards? Yes _____ No _____ Describe _____
- (18) Are there any title issues? Yes _____ No _____ Details _____
- (19) Are there family members or others living on property? Yes _____ No _____
 Explain _____
- (20) Realtor's opinion as to why this is valid offer _____
- (21) Realtor/Appraiser provided comps, pictures? Yes _____ No _____
- (22) Other Considerations: _____

<p>Final Amount for Approval: \$ _____</p>	<p>Amount Reduced from <i>New Medicaid Amount Owed: \$ _____</i> % Reduction: _____%</p>
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APPROVED by: _____ DENIED by: _____

REASON for DENIAL: _____
