

**IN THE CIRCUIT COURT OF COOK COUNTY
COUNTY DEPARTMENT, CHANCERY DIVISION**

GENERAL ADMINISTRATIVE ORDER NO. 2020-01

**SUBJECT: MORTGAGE FORECLOSURES
NATIONAL MARKETING PLATFORMS FOR JUDICIAL SALES**

The Mortgage Foreclosure Section has allowed selling officers to utilize an independent contractor to market the property on a national platform in an effort to obtain the highest judicial sale price for the property that was foreclosed. The Section has allowed this marketing if, and only if, the cost of the marketing is not charged back to the property owner who has defaulted on the mortgage. The use of a marketing platform has been a discretionary decision by the foreclosing bank and is not a required component of the judicial sale. In an effort to standardize the language in a judgment of foreclosure that appoints a selling officer, the following language must be used.

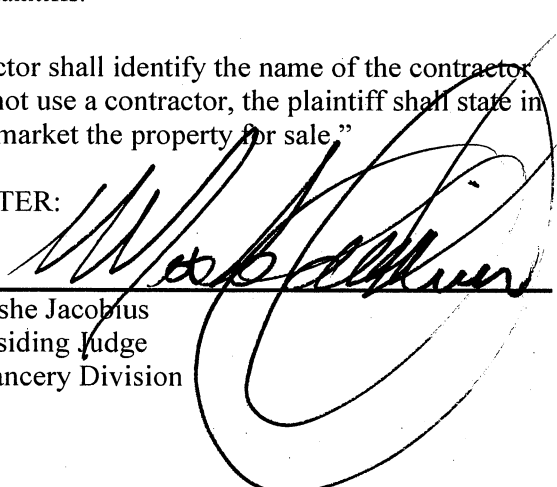
IT IS HEREBY ORDERED:

1. Every Judgment of Foreclosure and Motion to Appoint Selling Officer filed in any Mortgage Foreclosure action in the Mortgage Foreclosure Section of the Chancery Division must comply with this General Administrative Order.
2. This General Administrative Order supersedes General Administrative Order 2018-03.
3. In order to allow the plaintiff the option to engage an independent contractor to implement a national marketing platform to expand the market for third party bidders, any document that appoints a selling officer to conduct the sale shall include the following or similar language in the section appointing the selling officer:

If the plaintiff chooses to utilize a marketing platform for the subject property, the plaintiff is authorized to engage an independent contractor to implement a national marketing platform to reach a larger market for potential third party bidders. The marketing platform shall include providing sale information on a national website, direct-mail advertising, print media marketing, radio marketing, and localized advertising in specific communities. All costs for the additional services provided by the independent marketing contractor shall be borne by the plaintiff or the independent contractor. None of the additional costs shall be borne by the defendants. The independent marketing contractor waives any potential lien rights it may have in the real estate regarding non-payment of the additional costs borne by the plaintiffs.

4. Any plaintiff who uses an independent marketing contractor shall identify the name of the contractor used in the Motion to Approve Sale. If the plaintiff did not use a contractor, the plaintiff shall state in the motion that "No independent contractor was used to market the property for sale."

ENTER:



Moshe Jacobius
Presiding Judge
Chancery Division

Date: January 27, 2020