



Many homeowners have found themselves in the unfortunate position with the mortgage. I counsel individuals who have found themselves in a default situation. I can help you with questions you may have regarding the default process. My goal is to advise you about options that you may have to help you avoid the foreclosure process.

First, let us acquaint you with a few terms the banks use during the foreclosure process:

A **short sale** is when the bank accepts less money (short pay-off) for a property than is owed on the mortgage and often for less than the property is worth. The banks do this to get the property “off their books.”

A **deficiency judgment** occurs when the bank sells the property for less than the amount owed and makes you liable for the difference. A deficiency judgment may be set against you after the foreclosure.

We are not attorneys, nor are we giving you legal advice. If you haven't done so already, we recommend you seek an attorney's opinion. We are simply providing you options to help put this behind you as quickly as possible.

The Facts:

- The BANK does NOT WANT to own houses.
- We have BUYERS and INVESTORS who WANT to OWN houses.
- YOU WANT RELIEF from “foreclosure.”

What is our mutual goal? **Sell** your property **FAST** and at a **DISCOUNT**.

Fortunately, we have a **Loss Mitigation Consultant** on our team, who negotiates with the bank to accept the “short sale” allowing you to sell at a discount. While our consultant is working with you and the bank, we use our targeted, aggressive marketing program to find qualified buyers to buy your property fast.

How do we help everyone accomplish their goal?

- Our Loss Mitigation Consultant negotiates the short sale acceptance with the bank on your behalf.
- We work with the bank to finalize a price that works for you and them.
- Sell the house to a buyer or investor who gets a property at a good price.
- Avoid the foreclosure auction and get you relief. .. **EVERYBODY IS A WINNER!**

This brings us to the next challenge. How to avoid a deficiency judgment? Great question, there are no guarantees; however, our Loss Mitigation Consultant will work with you and the bank to request the judgment waived. When we cooperate fully together, we can possibly turn this difficult situation around.

Do the things we discussed interest you? Then, call us today. We need to move quickly. Negotiations with large Mega-Banks take a lot of planning, patience, and skill. The foreclosure auction date is generally 5 months from the date of your first notice. Time is of the essence. If you don't **Contact Us IMMEDIATELY** we probably won't be able to help you and you may lose your home. Obviously, you don't want that to happen, Do you?

Respectfully yours,

A handwritten signature in cursive script that reads "Dennis C. Reid". The signature is written in black ink and is positioned above the typed name and contact information.

Dennis C. Reid

Broker/Associate

1st Community Realty

1716 Cape Coral Parkway West Suite 2

Cape Coral, FL 33914

Direct: 239 826-9548 E-Mail: dennis@DennisSellsFL.com