



Home Equity Solutions
Mac X2303-01N
One Home Campus
Des Moines, IA 50328

Learn How Seattle Short Sales, Inc.

Can Help You Short Sale Your Property

<http://SeattleShortSales.com>

1-800-603-3525

March 22, 2011

BATON ROUGE LA 70808-2165

RE: Account #: [REDACTED]
Property: [REDACTED] SEATTLE, WA 98103

Dear Borrower(s):

You have requested that Wells Fargo Bank, N.A. (the "Bank") approve a short sale in connection with the above-referenced Property, in consideration of \$11,660.45 from the proceeds of your sale of the Property. As part of your offer, you have requested that the Bank release its lien on the Property upon receipt of the funds from the sale of the Property. Please be advised that the Bank will not accept \$11,660.45 in full consideration for the release of its lien on the Property. Accordingly, for the Bank to accept your offer to: a) approve the short sale; and b) release its lien upon receipt of at least \$11,660.45 from the proceeds of the sale of the Property, the Bank must receive an additional amount of \$500.00. Please understand that payment of this additional amount (the "Additional Funds") will not be paid from the sale proceeds of the Property. The Additional Funds must be paid in consideration for the Bank releasing its lien on the Property without having received payment of the entire balance owed on your Account. The Additional Funds must be received by the Bank by April 21, 2011, for the Bank to accept your short sale. It is the Bank's understanding that because the Additional Funds are part of the amount you must pay in consideration for the Bank's acceptance of your short sale offer, the amount of the Additional Funds must be disclosed on the HUD-1 Settlement Statement provided to you at the closing of the sale of the Property. There should be an indication on the HUD - 1 that the Additional Funds were paid to Bank to satisfy its lien. If the Additional Funds are paid to the Bank prior to the closing and are not disbursed through escrow, there may also be an indication on the HUD-1 that the Additional Funds were paid outside of closing or "POC". The amount to be paid to the Bank from the sale proceeds must also be disclosed on the HUD-1 Settlement Statement. You should advise the attorney or settlement agent responsible for conducting the closing regarding the Additional Funds paid.

As you know, your agreement to pay the Additional Funds and short sale proceeds from the sale of the Property as specified above is **completely voluntary**, and you are not required to sell the Property via a short sale. **However, the Bank's final approval of the short sale of the Property is contingent upon receipt of these Additional Funds, as well as your agreement to pay any shortfall deficiency (outstanding loan balance including additional charges less net sale proceeds) and compliance with all Short Sale Guidelines, which were previously provided to you.** In addition, the short sale approval will not be final unless and until a Final Short Sale Approval Letter has been agreed to by Wells Fargo and written acceptance of the terms of the Final Short Sale Approval Letter is made by you. If a signed copy of the Final Short Sale Approval Letter is not received by the required due date and/or is altered in any manner, the approval becomes null and void.

If you agree with terms set forth above, please forward the Additional Funds of \$500.00 made payable to Wells Fargo Bank, N.A. by wire to:

Wells Fargo Bank, N.A.
San Francisco, CA 94104
Account Number: [REDACTED]
Routing Number: [REDACTED]
Please include your Wells Fargo Home Equity Account Number

If you are unable to wire the Additional Funds, please express mail certified funds to:

Wells Fargo Bank, N.A.
Home Equity Solutions Support
Mac X2303-01N
One Home Campus
Des Moines, IA 50328

Upon receipt of the signed Final Short Sale Approval Letter, the Additional Funds in the amount of \$500.00 and the proceeds from the sale of the Property in the amount of \$11,660.45, Wells Fargo will do the following:

- Release its mortgage or deed of trust;
- Report the account that is the subject of the short sale transaction to the credit bureaus to whom Wells Fargo reports consumer account information as a charge-off. Wells Fargo will not change the historical payment record to reflect a history other than the actual payment history.

In the event that the short sale is not completed, the Bank will refund the Additional Funds in the amount of \$500.00 within twenty (20) days of your request.

Should you have any questions, please feel free to contact us at the number listed below.

Sincerely,

[REDACTED]
Liquidation Servicing
866-970-7821 ext. [REDACTED]

The laws of some states require us to inform you that this communication is an attempt to collect a debt and that any information obtained will be used for that purpose.



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March 22, 2011

[REDACTED]
BATON ROUGE LA 70808-2165

RE: **Conditional Approval of Request for Short Sale**
Account #: [REDACTED]
Property: [REDACTED] SEATTLE, WA 98103
Buyer(s): TBD

Dear Borrower(s):

The purpose of this letter is to confirm that Wells Fargo Bank, N.A. ("Wells Fargo") has conditionally approved your request for a short sale of the above-referenced Property. This approval is valid only for a sale in connection with the above-reference Buyer(s) and for a sale closing by April 21, 2011, if not closed by this date you will need to get a new approval letter from Wells Fargo.

This approval of a short sale with respect to the above-referenced Property is conditioned on your agreement to pay the amount of the shortfall deficiency (outstanding loan balance including additional charges less net sale proceeds paid to Wells Fargo on your above Account) and your compliance with all Short Sale Guidelines, which were previously provided. Short sale approval will not be final unless and until a Final Short Sale Approval Letter has been executed by Wells Fargo and written acceptance of the terms of the Final Short Sale Approval Letter is made by you. If a signed copy of Final Short Sale Approval Letter is not received by the required due date and/or is altered in any manner, the approval becomes null and void. Only upon satisfaction of all terms of the Final Short Sale Approval Letter, will Wells Fargo release its mortgage or deed of trust on the Property.

The Property must be sold "as is" for purchase price of \$370,000.00; the amount paid to Wells Fargo must be \$12,160.45 or greater. Wells Fargo is entitled to all proceeds from the sale except those necessary to pay off any senior liens and customary seller's closing costs. If you purchased optional credit insurance of any kind in connection with your Account, and your coverage has not previously been cancelled, your participation in this settlement will result in the cancellation of your insurance coverage in accordance with the terms of your insurance contract, and coverage will not be reinstated. The real estate agents' commission shall be 5.000%. The borrower(s) is to net \$0.00 (zero) from the sale.

Should you have any questions, please feel free to contact us at the number listed below.

Sincerely,

[REDACTED]
Liquidation Servicing
866-970-7821 ext. [REDACTED]

The laws of some states require us to inform you that this communication is an attempt to collect a debt and that any information obtained will be used for that purpose.