



Home Preservation Team  
Mac X2303-01N  
One Home Campus  
Des Moines, IA 50328

**Learn How Seattle Short Sales, Inc.**

**Can Help You Short Sale Your Property**

October 3, 2011

<http://SeattleShortSales.com>

**1-800-603-3525**

SEATTLE WA 98104-4096

RE: Account #: [REDACTED]  
Property: [REDACTED] MERCER ISLAND WA 98040

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, whereby the Bank would accept \$35,307.33 from the proceeds of the sale of the Property, and release its lien on the Property. Please be advised that the Bank will not accept \$35,307.33 in full consideration for the release of its lien on the Property. Accordingly, for the Bank to accept your offer to: a) forgive the remaining balance; b) approve the short sale; and c) release its lien upon receipt of at least \$35,307.33 from the proceeds of the sale of the Property, the Bank must receive an additional amount of \$20,000.00. 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 in consideration for the Bank releasing its lien on the Property and forgiving the remaining balance without having received payment of the entire balance owed on your Account. The Additional Funds should be paid as close to the time of closing of the short sale as possible, and must be received by the Bank by November 2, 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 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 \$20,000.00 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 Preservation Team 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 \$20,000.00 and the proceeds from the sale of the Property in the amount of \$35,307.33, Wells Fargo will do the following:

- Release its mortgage or deed of trust;
- Forgive the remaining balance;
- Report forgiveness of debt to the Internal Revenue Service ("IRS") as may be required by current IRS regulations. It is the borrower's responsibility to consult with his or her tax advisor regarding any tax implications of the short sale transaction;
- 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 \$20,000.00 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.