

STERLING HEIGHTS FORECLOSURE HELP CALL: 586-215-1616

Have you tried selling your Sterling Heights home but got no offers?
Do you owe more than what your house is worth?
Can you no longer afford your mortgage?
Are you sick of people offering to help you but want you to pay them big money upfront?



5 BIG FAT LIES THAT YOU HAVE BEEN TOLD ABOUT SELLING YOUR MICHIGAN HOME WITH A SHORT SALE

1. **“You have to pay money to do a short sale on your home.”**

That is a big fat lie. In all truthfulness, nobody can guarantee you that your lender (the bank that gave you the mortgage on your home) will approve the short sale. Every short sale in Michigan has a good chance of getting approved because banks do not want these houses on their books where they have to pay the non-homestead taxes, hire a company to winterize them, cut the grass in the summer and pay insurance on them all the while waiting for the real estate market in metro Detroit to come back which, you and I both know, is not happening anytime soon.

So your chances of getting a short sale approved in Michigan in 2010 are very good but nobody, not even I, can guarantee it. So why would you want to pay somebody \$500, \$1000 or even \$1 for that matter? I have seen some companies even charging \$3500 for doing short sales. That is crazy. We don't charge a single penny to do a short sale. We want to buy your house from the bank at a R&R price – reasonable and realistic price. That is all. But no money should ever change hands – especially when you are tight on cash to begin with.

2. **“You don't need to list your house with a real estate agent to do a short sale.”**

There was a time (around three years ago) in Michigan where banks did not care if you were trying to sell your home yourself (For Sale By Owner) or listing with a real estate agent in order to say 'YES' to a short sale. Right now, in 2010, banks will not do a short sale unless the house **IS** listed with a real estate agent and is found on the MLS.

So if you already have your house listed with a real estate agent that is good news. Tell your agent to give me a call. They are going to love me once I get the short sale approved and buy the house from you since they are about to get a commission check from the bank for doing nothing. I will do all the work required in negotiating the short sale. Plus they don't have to worry about finding a buyer. **I AM THE BUYER.** Also if your house is not listed with a real estate agent, call me and I will refer you to a great one that I work with. We work with some of the best real estate agents in the metro Detroit area.

3. **“Once the short sale is approved – the bank will give me couple of months to move out and I will have time to find a buyer for my house at a reduced price.”**

Not true at all. The **ONLY** reason the bank is agreeing to do a short sale is that they want their money as

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quickly as possible. They want somebody to buy your house. Pay them off. That is all they want. As soon as the short sale is approved, they expect you to close on the house in MAX 30 days.

One of the reasons our success rate is so high in getting short sales approved is because we are not getting a short sale approved so we can find a buyer – **WE ARE THE BUYERS**. So the bank knows from day 1 that if they approve the short sale, they will have no problem closing and getting their money as quickly as possible.

4. **“Short sales are easy. My mother-in-law, who just read a Detroit Free Press article on it, can do them.”**

Sorry. Total bull. Short sales require expertise in knowing how to talk to the loss mitigation officers in a bank, completing their paperwork requirements precisely and making sure that all ethical and legal guidelines are met in the process. Our loss mitigation team has over 15 years of combined loss mitigation experience that you get to leverage – **FREE** – since we don't charge any fees.

5. **“I don't need to bother with a short sale. I am already 2 payments late on my mortgage and my credit is completely ruined -- because of that, how much more damage can a foreclosure do now?”**

Listen -- and listen very carefully -- a 30-day late, or even a 60-day late, on your mortgage is ugly stuff and it will probably take a year or 2 to totally wipe out the damage done to your credit. A default judgment on your credit report as a result of a foreclosure will stay there for **7-10 years** and every time, I mean every single time someone pulls your credit, it will show up. Look, when you are rebuilding your life and credit, the last thing you want is this house stopping you from doing exactly that even though that house is gone from your life.

Give us a call. We are local. Right here in your backyard. Let's sit down and talk. I cannot promise you anything but the truth. If I cannot help you, I will tell you to your face. But if I can help you then I will do everything in my power to convince your bank that you really cannot afford this house anymore and it is in **THEIR** best interest to approve a short sale and I will buy the house from you. You will move on with your life without this house hanging over your head.

Suzette Kattula