

In an effort to give you a broad [Overview of several options](#) you may have when faced with the possibility of a foreclosure. Short Sales are becoming more prevalent and successful for many homeowners who are either underwater or haven't been able to make mortgage payments. Please read and call us for a no charge consultation. Jim Price, Broker/Owner Au Glaize Real Estate Co.

Courtesy of
Au Glaize Real Estate Office



607 W. Auglaize St.
Wapakoneta, OH 45895
(419)738-2422

Call Jim Price
Broker



Transitioning From Your House

Find helpful information to assist with your transition



Although you'll be transitioning out of your house, that does not necessarily mean going through foreclosure. Other solutions are available that may help you avoid eviction from—and the sale or auction of—the house that can occur during foreclosure. We can help you explore your options, as well as provide resources to help guide you through the transition.

Step 1. Understand the ways to avoid foreclosure

Short Sale

In a short sale, you sell your home and settle your mortgage debt for less than the amount you owe.

Generally takes less time to complete than a foreclosure, so your reported delinquency could be shorter

Credit may improve faster

You may be eligible for money to assist in relocation

If you are unable to sell your home in a short sale, there's another option.

Deed in Lieu of Foreclosure

With a deed in lieu of foreclosure, you give your property's deed to the bank instead of going through foreclosure. It's often an easier process than a foreclosure, but it will still have a negative impact on your credit.

Community Resource Directory



There are thousands of non-profit groups and government agencies across the country ready to assist you with utilities, food and more.

Resource Index



All the resources found in the Home Transition Guide are brought together for easy reference.

Managing Your Budget



Transitioning out of your house means your financial picture will change considerably. Plan for your new situation more effectively.

SEE CUSTOMER TRANSITION GUIDE [Attachment #00] pdf doc

Short Sale Programs

Considering a short sale?

If you are concerned that your house may go into foreclosure and you have not been able to qualify for or complete a loan assistance program, a short sale is an option to consider.



Overview

If you want to sell your house but it's worth less than the amount remaining on the mortgage, a short sale may allow you to sell your house and settle your mortgage debt.

By completing a short sale rather than allowing your house to go through foreclosure, you avoid eviction and your house will not be sold at a public sale or auction. Plus, depending on your circumstances, you could qualify for financial assistance to help with relocation costs.

I'm considering a short sale and I haven't received an offer yet

There are some significant advantages to contacting us before you begin a short sale. We'll work with you to determine an appropriate selling price and start pursuing any necessary approvals.



Home Affordable Foreclosure Alternatives (HAFA)

By selling your house in a HAFA short sale, as opposed to the traditional short sale process, you get a number of benefits.

- \$3,000 for relocation assistance
- foreclosure process is temporarily halted

Deficiency waiver definition: We waive the right to collect the difference between what you owe on the mortgage and the amount resulting from the sale of the home.



We waive the right to collect the difference between what you owe on the mortgage and the amount resulting from the sale of the home.

I've received an offer on my house, but don't yet have approval to pursue a short sale

If you've received an offer on your house, and you're not already participating in one of our short sale programs, you will follow the traditional short sale process.



Traditional Short Sale Process

By selling your house in a short sale rather than going through foreclosure:

- **you will avoid eviction**
- **your house will not be sold at a public sale or auction**

Traditional Short Sale Process

Selling your home in a short sale

If you are concerned that your home may go into foreclosure and you have not qualified for alternatives that would enable you to stay in your home, a short sale is an option you may want to consider.



[Is it right for me?](#)

[How do I get started?](#)

[Next Steps](#)

[FAQs](#)

Is a short sale right for me?

Program goal

The goal of a short sale is to help you avoid foreclosure if you are no longer able to remain in your home. In the short sale process, you sell your home and settle your mortgage debt for less than the amount that you owe.

Eligibility

You may be eligible to sell your home in a short sale, if:

you have a hardship, such as a job loss, divorce or medical emergency




you owe more than your house is worth

you're unable to afford your current monthly mortgage payment

you're unable to modify your current home loan

**How will a short sale affect my credit?
Will I get any money back from the sale of my home?**

Program at a glance

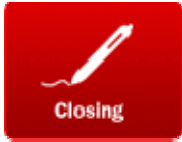
-  **Step 1:** Call us and we'll work with you to explore any options that may be available to help you stay in your home. The sooner you work with us, the more options you may have available.
-  **Step 2:** After all other options have been exhausted and you've decided a short sale is right for you, **we recommend working with a licensed real estate agent** who can assist you in listing your home for sale.
-  **Step 3:** Once you receive an offer, we'll begin working to gain approval of your first mortgage short sale request from all necessary parties. It is important to note that if you have a second mortgage with another lender, or any other outstanding debts against the property, it is your responsibility to get approval from those parties.

4.



Step 4: We will determine the fair market value of your home by ordering a valuation and reviewing the prices of recently sold homes comparable to yours in your local market. Based on our findings, we may present you with a counter offer if the original offer is not in alignment with the fair market value of your home.

5.



Step 5: If all parties agree to the terms of the offer (buyer, seller, and any other debt holders), your short sale offer will be approved. Remember, a short sale approval may take longer than getting a traditional mortgage approved. Once your loan has closed, the proceeds are paid according to the terms of the agreement.

Courtesy of

Au Glaize Real Estate Office



607 W. Auglaize St.
Wapakoneta, OH 45895
(419)738-2422



Call Jim Price
Broker

How do I get started with a short sale?

Receive an offer

After you've marketed your home and received an offer, call us to let us know you are interested in a short sale.

To move forward with a short sale, you will need to:

send us a copy of the offer letter

tell us about your financial hardship

We recommend you contact a local, licensed real estate agent to assist you. A real estate agent will help you navigate the short sale process and will work with us on your behalf.

Prior to calling, please print out this form and have your information ready.

[SEE CALL INFO SHEET \[Attachment #1\]](#) pdf doc

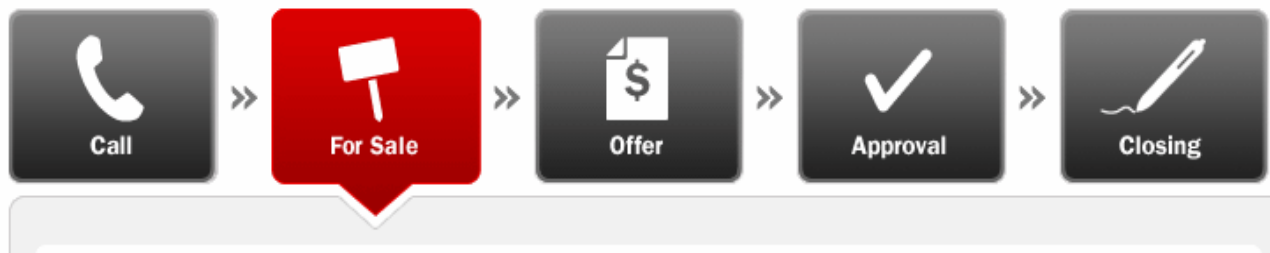
Now that I'm in the process, what's next?

If you're already in the process of selling your home in a short sale, we can help you understand what you need to do next.

Now that I'm in the process, what's next?

[Print page](#) 

If you're already in the process of selling your home in a short sale, we can help you understand what you need to do next.



I have an offer and have called for more details on a traditional short sale.

When you call us, have your loan information readily available and be prepared to discuss your financial hardship in detail. The first thing we will look at is whether there are any options that may allow you to stay in your home. If you decide that a short sale is the right option for you, you can begin marketing your house.

Please note that the traditional short sale process is only for borrowers who do not have prior approval from us to pursue a short sale through the Home Affordable Foreclosure Alternatives program and already have an offer on their house.

What information should I have on hand when I call?

loan and property information

information on any foreclosure notices or dates you have received

details of the offer

information on any home equity or line of credit on the property, if applicable

information on a loan modification, if you were considered for one

[Are there resources that can help me in areas other than my mortgage, such as finding rental housing?](#)

I have decided to go forward with a short sale.

We strongly recommend working with a licensed real estate agent who has experience with short sales. They can guide you through the process, and you will not have to pay the cost of the agent since they will be paid from the sale of the house.

[Are there resources that can help me in areas other than my mortgage, such as finding rental housing?](#)

I have received an offer on my house.

Your agent will submit the offer to us. At that point, we will work to gain approval of your offer. If your second mortgage is with Bank of America, we will complete your Second Lien Release form. If you have a second mortgage with another lender or any other debts against the house, it is your responsibility to contact the other lender and request a Second Lien Release form. The lender needs to provide this form, sign it to indicate that they approve of the offer, and send it to you before any offer can be considered.

[Can I still be considered for the Home Affordable Foreclosure Alternatives program?](#)

[Are there resources that can help me in areas other than my mortgage, such as finding rental housing?](#)

My offer is being reviewed and I am waiting for a decision.

Once your agent has submitted the offer to us, we will reach a decision and get back to you in approximately 40 calendar days. During this time, we will need to determine the fair market value of your house. A professional appraiser will visit your house, as well as consider the sale price of other houses of similar size in your neighborhood, to determine an acceptable price for your house. You will not have to pay the cost of the appraiser since he or she will be paid from the sale of the house.

Once the fair market value of your house is determined, we may make a counteroffer. It is not unusual for offers to be withdrawn all the way up until the closing, so during this time, we encourage you to continue marketing your house.

Even if you are pursuing a short sale with us, in most cases there is a third party that has ownership of the loan. We will need their approval in order to finalize the short sale. We will work with the third party on your behalf until they have reached a decision.

My offer has been approved.

Once all necessary parties have accepted the offer, we will provide you with an approval letter releasing the house for purchase. With everything in order, final documents will be prepared and your agent will help you set a closing date.

After the closing, your house is now sold. Your mortgage and any other loans against the house are paid off from the proceeds of the sale.

If the funds from your traditional short sale do not cover the amount owed on your loan, you may be responsible for paying the difference (also known as the deficiency), depending on the owner of the loan.

[See Frequently Asked Questions - Attachment #2] pdf doc

Loan Assistance Solutions

Bank of America Home Equity Assistance
Bank of America Home Loan Modification
Deed in Lieu
FHA Home Affordable Modification
Foreclosure Information & Alternatives
Hardest Hit Fund Principal Reduction Program
Hardest Hit Fund Reinstatement Program
Hardest Hit Fund Second Lien Relief Program
Hardest Hit Fund Transition Assistance Program
Hardest Hit Fund Unemployment Program
Home Affordable Modification
Home Affordable Modification Military Modification

Loan Assistance Solutions (Cont.)

Home Affordable Refinance
Home Affordable Second Lien Modification
Home Affordable Unemployment Program
National Homeownership Retention Program
[Short Sale: Home Affordable Foreclosure Alternatives](#)
Tax & Insurance Help with a Reverse
Mortgage
Traditional Refinance
Traditional Short Sale Process
[Unemployment & Forbearance](#)

Additional Support

[Avoiding Scams](#)
[Homeowner Counseling Services](#)
[Frequently Asked Questions](#)
[Glossary](#)
[Help With More Bank of America Products](#)

My Status & Tools

[Managing Your Budget](#)

[Helpful Forms & Documents](#)

[Check My Loan Status](#)

Get Assistance in Person

[Bank of America-Hosted Outreach Events](#)

[Non-Profit & Government-Hosted Events](#)


[Customer Assistance Centers](#)

[Documents You Must Bring](#)

<http://homeloanhelp.bankofamerica.com/en/frequently-asked-questions.html?documentstate=AdditionalSupport>

Know the facts to be better prepared


Print page 


Select a topic: 

Home Loan Assistance FAQs

 **I am current on my mortgage but feel I'm heading for trouble. Can I consider a short sale?**

The short answer is "yes." But before you consider a short sale, there are many other options to explore, such as refinancing or modifying your home loan payments that could allow you to stay in your home with more affordable mortgage payments. Call one of our short sale specialists at 1.866.880.1232 to help determine other options for which you may qualify. They will work with you to help determine your best course of action.

 **I have received a foreclosure notice. Can I still do a short sale?**

 **How long does a short sale take?**

 **Will I receive any money from the short sale of my home?**

 **Are there resources that can help me in areas other than my mortgage, such as finding rental housing?**

Home Loan Assistance FAQs

Refinancing may make your monthly mortgage payments more affordable by reducing your interest rate, extending your loan repayment period or a combination of both.¹ If you choose a fixed-rate mortgage, you will have a stable interest rate for the life of the loan.

If you are current on your mortgage and you are unable to find a lower interest rate because your home's value has decreased, you may be able to refinance under the Home Affordable Refinance Program. The Home Affordable Refinance Program allows homeowners from qualifying lenders to apply for refinancing their home even if the loan amount exceeds the current value of the home. That value is based on the recent sales of other houses close in size and similar to the quality of the neighborhood.

Yes. If you're struggling to keep current on your mortgage, or you're already behind on your payments, the Home Affordable Modification Program provides mortgage lenders with financial incentives to modify existing mortgages. This government program was developed to help homeowners avoid foreclosure.

If you are seeking assistance under the Home Affordable Modification Program and your loan is not currently owned by Fannie Mae or Freddie Mac, we may still need to seek approval from the investor of your loan.

If you qualify for a Military Modification, your loan may receive some or all of the following changes:

Principal Forgiveness: The outstanding principal balance may be reduced to equal no more than the current market value of the property.

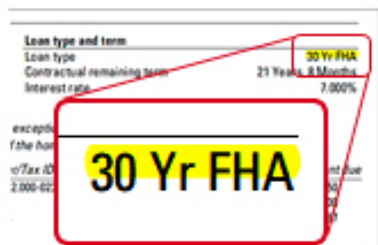
Interest Rate Reduction: The interest rate may be reduced either permanently or temporarily.

Term Extension: The final due date of the loan may be extended and loan payments recalculated over this longer period of time.

Forbearance: We may postpone repayment of a portion of your unpaid principal balance until the loan's maturity, repayment or refinancing—or until there's a property sale or other transfer of title. The postponed amount will be interest-free.

Please note: Before you enter into a loan modification, **you should consult a tax professional** to understand any tax implications that may be associated with receiving a modification.

To determine if your mortgage is an FHA loan, look on your HUD-1 Settlement Statement. In section B of the agreement, if the first box, labeled FHA, is checked, your mortgage is an FHA loan.



If you're having difficulty finding the information, a home retention specialist can help you determine whether or not your mortgage is an FHA loan.

In most cases, your initial interest rate and payment will be lowered, and the new amount will depend on your specific situation. The particular methods used to lower your payment will be specified in your modification agreement.

It may be possible, depending on your loan and circumstances. Please call us at 1.866.880.1232 to discuss your options.

Forbearance is granted for a set period of time. But in many cases where resolving your hardship is dependent on an outside third-party, like an insurance company or getting hired after a period of unemployment, we may be able to extend the forbearance period to accommodate your situation. The additional missed payments and interest will be added to the total amount you will need to repay.

Bank of America offers a variety of home loan modification programs that address the different circumstances of our customers, including underemployment, military service and more. You may want to discuss whether you are eligible for the federal government's [Home Affordable Modification Program](#) and other programs. You can call us at 1.800.846.2222 to speak with a specialist.

The Hardest Hit Fund is made up of funds allocated by the federal government to specific states hardest hit by the recent economic downturn and is intended to help homeowners faced with financial hardship.

Yes. When you call our specialists, be sure to ask the representative to evaluate both your first mortgage and your home equity loan or home equity line of credit. They'll go over your financial information with you and compare it to all available loan assistance solutions. If you qualify, they can help you modify both your first mortgage and your home equity account.

Yes, one of our reverse mortgage specialists will be happy to create a property charges set-aside account for you. This account will set aside from each monthly payment one-twelfth of the annual amounts, as reasonably estimated by your loan servicer, for costs of property taxes and/or insurance and then make the payments for you automatically.

I am current on my mortgage but feel I'm heading for trouble. Can I consider a short sale?

The short answer is "yes." But before you consider a short sale, there are many other options to explore, such as refinancing or modifying your home loan payments that could allow you to stay in your home with more affordable mortgage payments. Call one of our short sale specialists at 1.866.880.1232 to help determine other options for which you may qualify. They will work with you to help determine your best course of action.

I have received a foreclosure notice. Can I still do a short sale?

Yes. Depending on your circumstances, it's possible to do a short sale all the way up until the day of foreclosure.

How long does a short sale take?

Because of the number of people and amount of paperwork involved in a short sale, it can take longer than a traditional home sale. Typically it takes 45 to 90 days after the initial offer is accepted to finalize, although timelines can vary based upon current market conditions and your particular circumstances.

Will I receive any money from the short sale of my home?

No. Because Bank of America and other parties are receiving less than the total amount owed to pay off your property, all the proceeds of the sale go to satisfying that debt.

Are there resources that can help me in areas other than my mortgage, such as finding rental housing?

There are thousands of non-profit groups and government agencies across the country ready to assist you with everything from finding rental housing or employment assistance, to saving money and more. Because these organizations are focused on the unique needs of your community, the resources you find are better able to help with your circumstances and challenges.

3. Short Sale Customer Care

- 1.866.880.1232
- If you have an urgent request such as a foreclosure postponement you can call customer care at any time.

. You Spoke, We Listened

Process & Technology

- **Recent enhancements:**

- Improved system design to address process flow in Equator
 - *Additional fields at initiation to evaluate program options*
 - *Specialists assigned early in process*
 - *Homeowner document upload by agent*
 - *No longer rejecting files for low offers vs. historical valuations*

- Welcome call & communication routines

- Agent education & outreach

bankofamerica.com/realestateagent

- **Coming Soon...**

- *Making it easier to do HAFA with an offer*

Speak with a **BOA** specialist for Lender related questions

1.877.447.3994 <http://www.webcasts.com/viewer/presentation.asp>

Courtesy of



Auglaize
Real Estate Co.
EXPERIENCE YOU CAN TRUST
738-2422

607 W. Auglaize St.
Wapakoneta, Oh 45895

Fax: 419-738-8400
Office: 419-738-2422
auglaizerealestate.com
auglaize@bright.net



Jim Price
Broker

MLS  

"Don't be discouraged. You aren't alone, as many as 30-40% of homeowners are 'underwater' or have been missing mortgage payments. There are alternatives to being thrown out on the street or losing your home at a Sheriff Sale. Now is the time to start exploring your options. Call us for a personal consultation at **no charge** to help you review these options."