

# 7 Facts You Need to Know About Your Mortgage

## ① The last thing your mortgage company wants to do is to foreclose

In the current economic condition, the last thing that your mortgage company wants to do is own more property here in Colorado. They want performing loans, not a vacant property that they now own and sell at a significant loss. Your mortgage company wants to minimize the amount of money they lose. There are alternatives to foreclosure. Call us for a free foreclosure alternatives counseling session.

## ② Your mortgage company will accept less than what is owed

Your mortgage company, when given the right information, will decide to take less than what is owed on your mortgage. You need an experienced professional to work on your behalf to negotiate with your mortgage company. Call us, we have that experience and have a 100% track record in getting your mortgage company to accept an amount less than the total of your mortgage and guess what, the mortgage company pays the real estate fees!

## ③ You do not have to be behind in payments in order to get help

Mortgage companies will work with you before you are behind in your payments. Typical scenarios are: 1) divorce, 2) job transfer/loss, 3) illness/injury. Call us, the earlier you call, the more options you will have.

## ④ You do not have to pay a third party to help you communicate with your mortgage company

Do not, we repeat, do not pay a third party to help you communicate with your mortgage company to do a loan modification or a short sale. Currently there are resources in place that are free to help you renegotiate your loan. When doing a short sale, the mortgage company will pay the real estate fees. Contact us, we will meet with you, discuss your options, and get you to the proper people who can help for no charge.

## ⑤ If you decide to do a short sale, the mortgage company will pay the real estate fees

A short sale is when your mortgage company agrees to sell your home to a willing buyer for less than what you owe. The mortgage company will pay the real estate brokers' listing and selling commissions as well as other closing costs associated with the sale.

## ⑥ Not all real estate brokers know how to do a short sale

The national success rate of real estate brokers negotiating a short sale is 25%. In the Loveland and Fort Collins area, there is roughly about a handful of brokers that regularly negotiate short sales. Call us, we are part of the handful and currently have a 100% success rate.

## ⑦ It is not necessary for the for sale sign to indicate "Short Sale" or "Foreclosure"

When you list your home for sale with us, we view your mortgage situation to be your business not your neighbors. Therefore, when you work with us, there will be no signs indicating short sale, preforeclosure/foreclosure. We only disclose what we have to by law. Call us, we are happy to discuss our marketing strategies with you.

**Don't Walk Away! Call Us Today!**

**Foreclosure Alternatives Specialists**

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Visit us online at [www.OwnThisHomeTeam.com](http://www.OwnThisHomeTeam.com)

