

June 2010

Dear Clients and Friends,

We trust all is going well with you! School is almost out and summer is right around the corner!

As a Realtor, I've seen up close the effects our housing crisis (combined with job losses from a weak economy) has had on many local families.



To stave off foreclosure, many of these families have tried to do a "short sale" – listing their property for sale, getting a buyer, and then **hoping like crazy** the lender will accept that deal (and take a big loss in the process).

Nobody likes short sales – sellers, buyers or agents! They are fraught with uncertainties, long time delays and anxiety.

But the U.S. Treasury has just come out with a new program called HAFA (Home Affordable Foreclosure Alternative) and Don and I have been busy the last couple of weeks putting together two videos that briefly explain the new program.

What's so different about this new HAFA program? It streamlines and shortens the short sale process with a **pre-approval from the lender** - before putting the home on the market! Plus, there are incentives to the seller - **\$3,000** at close of escrow for relocation expenses, being fully released from liability for the loan, the foreclosure is stopped and the homeowner is in control! The lender also benefits with \$1,500 for each successful close.



In the picture to the left you'll see the opening scene of the video at our website, www.DonNelsonTeam.com. The first video is a brief intro to HAFA and the second is more nuts and bolts of the program.

Do you know anyone who could benefit from this new program?

Check out the videos and pass on the information to any friends who might be considering a better way to be proactive and be in control.

Have a terrific summer and remember - we love referrals!

Leslie Nelson