

Short Sales – Leslie answers the tough questions



With short sales so prevalent and so many homeowners under financial distress, Leslie confronts head on the issues, questions and concerns facing so many families through a series of short newsletters.

Questions? Curious about **short sales**? Learn about the US Treasury's H.A.F.A. program, designed as a "graceful exit" for homeowners in distress.

Videos at DonNelsonTeam.com



Encouragement for homeowners facing tough times, tough decisions.



You are *not alone* in your distress as a homeowner.

Thousands across America are having a tough time making their house payments or are in foreclosure.

But how does one make wise decisions that best meet their needs?

Step 1 - deal with the **emotional aspects** first.

Moving through the initial stages of anger and denial toward acceptance is key to making wise, but tough, decisions.

It is – what it is.

Step 2 – now look at your house as a **business** problem.

Setting aside the emotional aspects, now make business decisions that best meet your needs.

When you've got a free moment (and who does these days?), I've added more thoughts on back.

In future newsletters, I'll cover topics like:

- Loan mods – are they all they're cracked up to be?
- Should you keep making payments on "vapor equity"?
- Foreclosure vs. a short sale? Pros and cons.



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Curious to learn more about short sales? Please visit us at www.DonNelsonTeam.com

Hi,

This is difficult to talk about, but you are not alone in your distress as a homeowner.

Many thousands across America are having a tough time making their house payments or are in foreclosure. Homeowners have been traumatized by job loss, medical expenses, divorce, interest rate resets and the significant decline in property values.

Maybe you've filed for bankruptcy and your lender has petitioned the Court for Relief From Stay, allowing them to begin or continue foreclosure.

These issues strike at the very core of who we are and the most basic of human emotions set in – Fear, Anger, Stress, and Anxiety.

It's been said that when a person suffers loss, they have to move through 5 stages of grief: Denial, Anger, Bargaining, Depression and then Acceptance.

Many homeowners stay in the denial or anger stage and ultimately lose their home in foreclosure.

The biggest challenge I've found with homeowners facing foreclosure is to get them to the acceptance phase.

Once there, they can look at their house as a **financial or business problem** and then make business decisions that can best meet their needs.

Do they qualify for a loan modification, or should they do a short sale, or simply allow the lender to foreclose? All difficult decisions, but once they're in the acceptance phase, it's a lot easier to think objectively.

To learn more about the US Treasury's HAFAs program, I've got two short videos on our website, www.DonNelsonTeam.com.

Questions? Curious to learn more about short sales? Give me a call or email me. I'd love to hear your story – and I'm very discreet.

Leslie Nelson