

FHA Closing Instructions

Prior to closing:

- Final HUD-1 must be sent 48 hours prior to closing for approval and/or revisions to fhaclosing@wellsfargo.com

Note: Do not close without an approved HUD from Wells Fargo Home Mortgage

The following needs to be sent immediately after closing via e-mail or fax:

- Final HUD-1 – Fully executed & certified HUD-1 signed by all parties
- HUD-1 Closing Worksheet
 - Initialed and dated by the seller
 - Signed and dated by the sales agent
 - Signed and dated by the closing agent
- Lien release recording information
- Notarized Power of Attorney (if seller/buyer is unable to sign in person)

Wiring of Funds:

We only accept WIRES. All wires need to be sent to:

Wells Fargo Banks, NA
420 Montgomery Street
San Francisco, CA 94104
Account Name: Liquidation Short Sale Wire
ABA Number: [REDACTED]
Account Number: [REDACTED]

The following will need to be referenced on the wire:

- Seller(s) Name
- Wells Fargo Home Mortgage Loan Number

Note: If the seller name and WFHM loan number are not referenced, the wire will be rejected. If any of the above items are missing, proceeds will not be processed and are subject to return.

Extension Requests:

If the contract has a closing date that is expired, team members will be required to send an extension – signed/dated by the buyer/seller and the reason for the extension. All extension requests are to be sent to fhaclosing@wellsfargo.com for approval by Wells Fargo Home Mortgage. Processing time for an extension is approximately 72 hours.

If you have any questions, please contact 866-903-1053

This is an FHA short sale; HUD allows a \$1000 seller incentive (\$750 if the ATP has expired) to be paid to the seller from the sales proceeds as long as the minimum net is received. This is awarded to the seller by HUD when completing a short sale and not allowing the home to go to foreclosure. The seller incentive may be reduced by any expenses that HUD considers "non-allowable". If the expenses are paid out of the proceeds, the seller's incentive will be reduced.

The seller incentive is to be listed in the 500 series of the HUD1, not line 603.

WELLS FARGO HOME MORTGAGE

Wells Fargo Home Mortgage
MAC X9400-02M
11200 West Parkland Avenue
PO Box 245018
Milwaukee, WI 53224

February 10, 2012

Dear [REDACTED] :

RE: Demand Statement for Loan [REDACTED] Client [REDACTED]
Projected Settlement Date 03/09/12
Property Address [REDACTED]

Wells Fargo Bank, N. A. approves the sale of the above referenced property. This sale will result in a short payoff of the mortgage, and the mortgagor(s) acknowledge they waive any and all rights to any escrow balance, insurance proceeds or refunds from prepaid expenses. Neither the mortgagor nor any other party may receive any sale proceeds or any funds as a result of this transaction except as noted in this Demand Statement. As agreed, when we receive the sale proceeds and all required documentation, we will notify the credit bureau to reflect "agreed settlement short of full payment" which would appear on the credit report within 60-90 days from the sale date and within 60-90 days from the date of notification and waive any deficiency rights, if applicable.

Sale approval details

This approval is based on the purchase contract dated 10/19/11 between [REDACTED], the seller(s), and [REDACTED] And, the buyer(s), for a purchase price of \$ 203,000.00. The terms of our approval and instruction to the Settlement Agent are as follows:

1. The required payoff is \$ 181,280.00, scheduled for settlement on or before 03/09/12. Your contribution and settlement costs for this transaction are:

Mortgagor contribution:

Cash at Closing: 0.00

Promissory Note: 0.00

Approved Seller Closing Costs:

Real Estate Commission: 12,180.00

FHA seller incentive 1,000.00

county taxes 966.60

seller concessions 2,030.00

closing fee 800.00

owner's tilte ins 1,125.00

excise tax 3,618.40

LW100/H7M/pg.1

Wells Fargo Home Mortgage
Is a division of Wells Fargo Bank, N.A.

02/10/2012 7:18AM (GMT-07:00)



Wells Fargo Home Mortgage
MAC X9400-02M
11200 West Parkland Avenue
PO Box 245018
Milwaukee, WI 53224

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RE: Loan Number [REDACTED]

Approved seller concession to buyer's closing costs:

Itemization of concession:

2. Within two (2) business days of receiving this Demand Statement, you must notify us of the name, address, and telephone number of the Settlement Agent. Both the Realtor and Settlement Agent must be provided a copy of this Demand Statement.
3. The Settlement Agent must contact us 48 hours before the scheduled settlement date and provide a copy of the final estimated HUD-1 Settlement Statement. The Settlement Agent must provide the information required on the enclosed title worksheet as well as the fully executed HUD Closing worksheet, for FHA loans. If settlement is delayed and/or rescinded, we must be notified immediately to review the request and provide written approval, if granted per investor or mortgage insurance guidelines. We reserve the right to assess a per diem interest from the original settlement date until the actual settlement date.
4. All parties understand and acknowledge the purchase contract may not be amended without our prior written approval. The property is sold "as is", the purchaser is not related to the seller, and any relationship between a participating Broker/Realtor has been disclosed prior to issuing this Demand Statement. It is further understood this transaction may not involve any third party who received a deed from mortgagor at, prior to, or after settlement, and the purchase contract may not be assigned.
5. The Settlement Agent is instructed to immediately wire all approved short sale proceeds to the following wire instructions as follows:

Wells Fargo Bank, N. A.

Account No.: [REDACTED]

ABA No.: [REDACTED]

Special Information for Beneficiary:

Apply Funds to loan: [REDACTED]

Mortgagor: [REDACTED]

From: Sender's Name and phone number

* If this information is not provided the wire will be rejected.

The original executed Promissory Note, if applicable, delivered to us by the next business day immediately following settlement to:

Wells Fargo Home Mortgage

Attn: Liquidations

X2302-044

One Home Campus

Des Moines, IA 50328

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02/10/2012 7:18AM (GMT-07:00)

The logo consists of two black rectangular boxes side-by-side. The left box contains the words "WELLS" and "FARGO" stacked vertically in white, bold, sans-serif font. The right box contains the words "HOME" and "MORTGAGE" stacked vertically in white, bold, sans-serif font.

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RE: Loan Number [REDACTED]

Failure to comply with any of these requirements will result in the transaction re-closing. Once certified funds are received and approval is final, a document releasing the mortgage will be sent to record this decision. If the property was in foreclosure, that action will stop when the terms of the approval are met.

Contact Us with Questions

Thank you for your courtesy and cooperation. If you have questions or need additional information, please call me at the number listed below.

Sincerely,

[REDACTED]
Home Preservation Specialist
Wells Fargo Home Mortgage
ph: 1-877-335-1718 ext. [REDACTED]

LW098/H7M/pg.3

We are required by the Fair Debt Collection Practices Act to inform you that if your loan is currently delinquent or in default, as your loan servicer, we will be attempting to collect a debt, and any information obtained will be used for that purpose. However, if you have received a discharge, and the loan was not reaffirmed in the bankruptcy case, we will only exercise our right as against the property and are not attempting any act to collect the discharge debt from you personally.

With respect to those loans located in the State of California, the state Rosenthal Fair Debt Collection Practices Act and the federal Fair Debt Collection Practices Act require that, except under unusual circumstances, collectors may not contact you before 8 a.m. or after 9 p.m. They may not harass you by using threats of violence or arrest or by using obscene language. Collectors may not use false or misleading statements or call you at work if they know or have reason to know that you may not receive personal calls at work. For the most part, collectors may not tell another person, other than your attorney or spouse, about your debt. Collectors may contact another person to confirm your location or enforce a judgment. For more information about debt collection activities, you may contact the Federal Trade Commission at 1-877-FTC-HELP or www.ftc.gov.

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02/10/2012 7:18AM (GMT-07:00)



Wells Fargo Home Mortgage
MAC X9400-02M
11200 West Parkland Avenue
PO Box 245018
Milwaukee, WI 53224

Date February 10, 2012
To [REDACTED]
Phone (206) 232-4600
Fax (206) 232-0368

Loan No. [REDACTED]
From [REDACTED]
Phone (866) 234-8271
Fax (866) 359-1975

The Following Recording Information is Needed to Prepare the Release

Date Recorded _____
Book/Page/Ins. Number _____
County _____
Original Beneficiary _____
Current Beneficiary _____
Trustee _____
Legal Description
(if applicable) _____

Assignments
(if applicable) _____

Send for Recording to:

____ Agent Name _____
____ Address _____
____ Phone _____
____ Fax _____
____ Courthouse _____

LW172/H7M

Closing Worksheet
Pre-foreclosure Sale Program

**U.S. Department of Housing
and Urban Development**
Office of Housing
Federal Housing Commissioner

OMB Approval No.2502-0464
(exp. 10/31/2012)

Public reporting burden for this collection of information is estimated to average 9 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required to obtain benefits. HUD may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

Section 204 of the National Housing Act authorizes the Secretary to pay an insurance claim that bridges the gap between the fair market value proceeds from the HUD-approved third party sale of the property. The respondent's may be lenders (mortgagee's), counselors and homeowners who are attempting to sell their properties prior to foreclosure. The Privacy Act of 1974 pledges assurances of confidentiality to respondents. HUD generally discloses this data only in response to a Freedom of Information request.

Mortgagee Contact Person: [REDACTED]	Phone Number: 1-866-903-1053	Account/Control Number: 708 - 0269711446	FHA Case Number: 566-0060088
Homeowner Name(s): [REDACTED]		Property Address: [REDACTED] RENTON, WA 98059	
Homeowner Name(s): [REDACTED]			

Mortgagee (or HUD) Approval of the Sales Contract is a Pre-Condition of the Sale

Name of Purchaser [REDACTED]	Address N/A,	Phone Number
Name of Purchaser	Address	Phone Number
Type of Financing (mark one) <input checked="" type="checkbox"/> FHA <input type="checkbox"/> VA <input type="checkbox"/> Conventional <input type="checkbox"/> Other	Date Contract Approved 2/10/2012	Selling Price \$ 203,000.00
		Sales Commission 6.00 %
Payable from Sale Proceeds		[REDACTED]
Sales Commission	\$ 12,180.00	
(Local & State transfer taxes/stamps, etc.)	\$ 8,540.00	
(Lien discharge (must not exceed \$1,000)) (insert item)	\$ 0	
Prepaid Credits (insert item)	\$ 0	
Non Allowables/Seller Incentive	\$ 0	
Consideration to seller (Basic amount = \$750. Addition amount (normally \$250) is paid if closing occurs within 90 days of start of participation in Pre-foreclosure sale Procedure)	\$ 1,000.00	
Total Amount Payable from Sale Proceeds (Add column of items)	\$ 21,720.00	Deduct all payments from Proceeds from selling price. New proceeds to Mortgagee: \$ 181,280.00
Total amount paid to seller	Seller's Initials & Date	*(By initialing, seller acknowledges receipt of amount specified).
Sale's Agent/Broker's Signature & Date** [REDACTED]		**By signing, the Agent/Broker certifies that there are no hidden terms or special understandings with the buyer, seller, appraiser, closing agent or mortgagee.
Mortgagee's Authorizing Official's Signature & Date X [REDACTED] 02/10/2012		Closing Agent's Signature & Date X closing agnt

(Attach copy of Settlement Statement)

**Sales Contract Review
Pre-foreclosure Sale Program**

**U.S. Department of Housing
and Urban Development**
Office of Housing
Federal Housing Commissioner

OMB Approval No.2502-0464
(exp. 10/31/2012)

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Mortgage Contact Person: [REDACTED]	Phone Number: 1-866-903-1053	Account/Control Number: [REDACTED]	FHA Case Number: [REDACTED]
Homeowner Name(s): [REDACTED]	Property Address: [REDACTED] RENTON, WA 98059		
Homeowner Name(s): [REDACTED]			

Date of Sales Contract: 10/19/2011	Date contract Received by Mortgagee: 1/4/2012	Sales Agent and Firm: [REDACTED]	Phone Number: [REDACTED]	Sales Commission & Rate \$12,180.00; 6.00%
Offered By: [REDACTED]		Address: N/A		
Listing Price: \$ 206,000.00	Price Offered: \$ 203,000.00	Appraised Value: \$ 206,000.00	90% of Appraised Value: \$ 185,400.00	Estimated Net Sales Proceeds: \$ 181,280.00

Mortgagee (or HUD) Review of the Sales Contract

The Sales Contract offered by the individuals listed above is:

- Accepted
- Rejected (List reasons below)

This Sales Contract is rejected for the following reason(s):

[REDACTED] 02/10/2012

Mortgagee Signature and Date

form HUD-90051 (06/2003)
ref. Handbook 4330.1