



**Wells Fargo Home Mortgage**

3476 Stateview Blvd.

X7801-01K

Ft. Mill, SC 29715

wellsfargo.com

February 23, 2012



RE: Demand Statement for Loan [REDACTED] Client [REDACTED]  
 Projected Settlement Date April 23, 2012  
 Property Address [REDACTED]

Wells Fargo Home Mortgage approves the sale of the above referenced property. This sale will result in a short payoff of the mortgage loan referenced above, and the mortgagor(s) by completing the short sale based on this Demand Statement, acknowledge and waive any and all rights to any escrow balance, insurance proceeds or refunds from prepaid expenses. Neither the seller nor any other party may receive any sale proceeds or any funds or any funds as a result of this transaction except as noted in this Demand Statement. In accordance with state and local laws, the Demand Statement may be voided at any time.

When Wells Fargo Home Mortgage receives the required payoff and all required documentation, we will arrange for the mortgage of record to be released. Wells Fargo Home Mortgage will notify the mayor credit bureau(s) to reflect "account paid in full with less than full balance" which should appear on the credit report within 60-90 days the date of notification, however, Wells Fargo Home Mortgage is not a credit bureau and cannot control how or when the report will reflect information to other users of credit reports. Compliance with this Demand Statement coupled with release of the mortgage shall waive the bank's right to seek a deficiency under the loan documents or any of its other rights there under, and the obligations evidenced by the note.

**What you need to know about foreclosure**

Even though you have been approved for a short sale, it's important to understand that the foreclosure process may proceed at the same time. Foreclosure may continue and a sale date may be scheduled as you are actively working towards completing the short sale.

Please note, as part of the foreclosure process you may receive notices delivered by mail or see steps being taken to proceed with a foreclosure sale of your home. There isn't much time. So in order to help you, it's critical that you comply with the requirements of the short sale promptly.

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.

**Sale approval details**

This approval is based on the purchase contract dated October 12, 2011 between [REDACTED] the seller(s), and [REDACTED] the buyer(s), for a purchase price of \$221,000 and in a HAFA closing an executed Request for Approval of Short Sale. The terms of our approval and instruction to the Settlement Agent are as follows:

1. The required payoff is \$193,578.60, scheduled for settlement on or before April 23, 2012. Your contribution and settlement costs for this transaction are:

Together we'll go far



Mortgagor contribution:  
Cash at Closing: 0.00  
Promissory Note: 0.00

Approved Seller Closing Costs:

Real Estate Commission:	13,260.00
Taxes	958.60
Title Services	1000.00
Settlement Fees	850.00
Attorney Fees	500.00
Transfer Taxes	3938.80
Utilities	195.00
Government Recording	89.00

Approved seller concession to buyer's closing costs: 6,630.00  
Itemization of concession:

Excess funds, if any, must be paid to Wells Fargo Home Mortgage.

Please be advised that any reference to the junior lien holder payoff is contingent upon separate written approval of the transaction by the junior lien holder. Furthermore, if the junior lien holder is affiliated with Wells Fargo & Co. or any of its subsidiaries, the approval must be obtained separately. This does not constitute approval on behalf of any junior lien holder. In addition, per the Home Affordable Foreclosure Alternatives (HAFA) program, prior to releasing any funds to holders of subordinate liens and/or mortgages, the closing agent must obtain a written commitment from the subordinate lien holder that it will release Seller from all claims and liability relating to the subordinate lien in exchange for receiving the agreed upon payoff amount.

2. You as the Settlement Agent must contact Wells Fargo Home Mortgage no later than 48 hours before the scheduled settlement date and provide a copy of the final HUD-1 Settlement Statement. The final estimated HUD-1 must comply with the approval terms noted above and must contain complete buyer and seller information including a forwarding address for the seller. In addition, 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, Wells Fargo Home Mortgage must be notified immediately to review the request and provide written approval, if granted per investor or mortgage insurance guidelines.

3. Furthermore you as the Seller, for and in consideration of the approval, closing, and funding of the short payoff, agree that you will re-execute any documents after closing should any corrections be needed due to any typographical or clerical errors discovered in any or all of the closing documentation required to be executed at the time of settlement.

4. The purchase contract may not be amended without Wells Fargo Home Mortgage prior written approval. Furthermore, the seller acknowledges that the buyer is not related to the seller, and any relationship between a participating Broker/Realtor has been disclosed prior to issuing this Demand Statement. This transaction may not close if it involves 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 required payoff funds together with any excess funds must be wired to:

Wells Fargo Home Mortgage  
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.

6. Settlement Agent and Seller(s) must execute this Demand Statement which shall evidence their understanding and agreement of the conditions and terms under which Wells Fargo Home Mortgage agrees to the short sale and release of mortgage.

7. The Closing Documents including the fully executed Demand Statement, and original executed Promissory Note, in applicable, must be delivered to us prior to the settlement to:

Wells Fargo Home Mortgage  
Attn: Liquidations  
X2302-044  
One Home Campus  
Des Moines, IA 50328

Failure to comply with any of these requirements could result in our refusal to issue a satisfaction, release or conveyance. 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.

Thank you for your courtesy and cooperation. If you have questions or need additional information, please call us at (866) 903-1053, Monday through Friday, 8 AM to 8 PM, Central Time.

Acknowledged and Agreed:

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Settlement Agent

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller

Sincerely,

[REDACTED]  
Home Preservation Specialist  
Wells Fargo Home Mortgage

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.

Wells Fargo Home Mortgage cannot dispense tax or legal advice. Please consult a tax advisor and/or attorney regarding any consequences associated with a short sale.

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](http://www.ftc.gov).