

**WELLS FARGO HOME MORTGAGE**

Wells Fargo Home Mortgage  
Telephone: 1-888-308-3964  
Fax: 1-877-319-9891  
Attn: Short Sale Fulfillment  
Mailcode: MAC T7422-010  
4101 Wiseman Boulevard  
San Antonio, Texas 78251  
[shortsales@wellsfargo.com](mailto:shortsales@wellsfargo.com)

Correspondence:

Hours of Operation: Mon-Fri, 8 AM - 5 PM or  
Sat, 8 AM - 5:00 PM, CT

Date: August 15, 2012

Loan Number:

Property Address:

EAST FALMOUTH MA  
02536-5446

Subject: Demand Statement for Loan

Dear

Wells Fargo Home Mortgage approves the sale of the property referenced in the account information box above. 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 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 major 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 from 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 June 25, 2012 between [REDACTED] the seller(s), and [REDACTED] the buyer(s), for a purchase price of \$130,000 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 [REDACTED] scheduled for settlement on or before September 14, 2012. Your contribution and settlement costs for this transaction are:

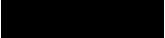
- Mortgagor payment
- Cash at Closing: \$0
- Promissory Note: \$0

Approved Seller Closing Costs: \$ 9,596  
Relocation Assistance to [REDACTED] \$3,000  
Real Estate Commission: \$ 7,800  
2<sup>nd</sup> Lien Payoff: \$0 to N/A  
3<sup>rd</sup> Lien Payoff: \$0 to N/A

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 Bank, N.A. 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, if you have been approved for 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 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 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.

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, if applicable, must be delivered to us prior to the settlement to:

Wells Fargo Home Mortgage  
Attn: Short Sale Fulfillment  
Mailcode: MAC T7422-010  
4101 Wiseman Boulevard  
San Antonio, Texas 78251  
[shortsales@wellsfargo.com](mailto:shortsales@wellsfargo.com)

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.

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

Sincerely,



Acknowledged and Agreed:

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

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller