
**Need To Sell
Your House FAST?**

**Don't Make These
Nine Costly Mistakes!**

Minnesota Home Buyer Assistance Program, LLC

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Congratulations! You've shown by going onto the Internet and doing research that you're a person of action. That's so rare: Most people are "talkers" and not "doers". Instead, you're looking for **solutions to your current housing problem.**

At Minnesota Home Buyer Assistance Program, LLC (www.MHBAP.org), we've helped scores of homeowners to make the best decisions. We've noticed that many homeowners could have avoided a lot of pain and stress if they'd only done a few things differently. This report will help you to avoid all that, and make the right decisions for your housing situation.

Let's look at the mistakes you should avoid, and why:

Mistake #1: Assuming It's Your Fault.

There usually is plenty of blame to go around: Lenders constantly beckon people with promises of "easy money". But their tone suddenly changes to a no-exceptions, "all business" attitude when the economy takes a nosedive. Also, what once were nice, steady, predicable jobs all too often have turned into pay cuts, pink slips, or both. And let's not even talk about rising gas prices and healthcare costs!

Even so, now's the time to be looking ahead...not into the past. We certainly aren't in a position to know your circumstances, and who might have done what differently.

Still, we do know that **self-blame doesn't solve your current housing issue; only knowledge and action can do that.**

That's why we suggest that you stop beating yourself up about your current housing situation, and instead focus on the options you do have for putting all this behind you.

Mistake #2: Denying Reality, And Not Opening Letters That Come From Your Lender Or An Attorney.

Bill collectors sometimes seem like the "scum of the earth". Sure, some of them are polite and businesslike. But others are rude, interrupting, and demanding. Therefore, it's understandable that—after the 10th or 20th nasty letter—you might just stop opening them.

That's not a good move. Here's why: Even though banks and other lenders seem like they will never negotiate, the truth is sometimes they will be flexible. At first they won't let on that they'll be flexible. They way they look at it, why not just scare the homeowners as much as possible, and see how many of them will find the money to bring their loan current.

After a loan has been in default for awhile, though, they often will change their tone. They won't come out and say "Just kidding...we'll accept less!" What they will do is suggest that you call them to talk through your circumstances, and see if some "arrangements" can be made. Why would they want to do this? Because it makes the loan officers look better if they can salvage some of these loans, rather than have dozens of loans all go to foreclosure.

If you've gotten tired of the nasty letters, and have stopped opening them, you might just miss the letters where they *are* trying to negotiate a deal that works for both of you. In that case, if you just aren't responding to their letters, they *will* turn back to pure nasty.

Therefore, **be sure you open all the letters**, and look for that opportunity to talk with them about some flexibility.

Mistake #3: Thinking “If I Can Just Work Harder, I Can Make Ends Meet.”

Sure, we all can work a bit harder. But if just a little more hard work were the answer to your housing situation, you would have solved that problem long ago! Chances are that you **HAVE** been doubling up on your work to make ends meet. Maybe you’ve been working longer hours, or a second (or third) job. You’ve probably put off the vacations you used to take, and cut other expenses.

After a while, though, there is no more “belt tightening” possible. And there are no other jobs to take on, because of that little fact called “24 hours in the day”.

We suggest you look at your job/income situation as objectively as you can. Perhaps even talk it through with someone else who’s not emotionally involved in it. By all means, if there is a way to work a bit harder, and solve your financial problems, go for it! But at some point, you need to be realistic, and realize that **there’s a limit to working even harder**: Even if you *could* stuff more into 24 hours, you might just blow a gasket.

At the same time you’re taking a realistic look at whether you could work any harder, you should **find out every other option available to you**, and make that part of your review.

Mistake #4: Not Making A Simple Calculation That Will Really Show You The Options You Have.

Yes, the lender wants to be paid the amount that’s past due. But the real calculation to make—that will tell you the practical choices—is this: Is your income enough to cover current debt payments and other expenses?

Let’s say you had some medical expenses, or were unemployed for three months, and that caused you to get behind on your mortgage. If your situation is now better, and you could make current payments—but you’re having a hard time coming up with the overdue payments—let’s call this situation “Current OK”.

On the other hand, let’s say you’ve had an extended illness, or got “pink slipped”, or some other bad news. If you could not make the current payments—never mind the back payments owed—we’ll call that situation “Current Won’t Work”

The “Current OK” situation is one where lenders are going to be much more flexible. They’ll be open to discussing a plan to have you make your current payments, plus spread the back payments out over 12 months or sometimes even longer.

The “Current Won’t Work” situation is tougher, because lenders will have a hard time seeing how the payments will *ever* get current.

Keep in mind that experienced real estate specialists at MHBAP can work with you in both situations. In fact, there may even be more than one option available to you, even if you find yourself in the “Current Won’t Work” category.

Your next step is to make this calculation, so you’ll be able to give that information to a real estate specialist.

Mistake #5: Being Too Embarrassed To Ask Questions.

There are three good reasons why you should never be embarrassed to ask questions:

1. Nobody has all the answers. Everyone's in the boat of having to ask questions at one time or another;
2. You might ask a question that leads to a solution no one thought of; and
3. Any professional *must* treat you with respect. If that person doesn't, you should talk with someone else. Whether it's a lender, or a real estate specialist, their job is to answer your questions completely and clearly.

Mistake #6: Assuming The Biggest Cash Offer Is Always The Best Offer.

Let's say you're in a situation where two people give you a cash offer for your house. You should ask yourself two questions about the offers:

1. What's the TOTAL offer I'm getting, from both cash and later money; and
2. Do I ABSOLUTELY NEED the largest amount of cash up front, or can I possibly wait for some of it.

Sometimes the better offer will be the one with somewhat less cash up front, but a bigger total dollar amount. Some real estate specialists are able to buy a house, and then spend time on marketing that house to increase its value. Wouldn't it be nice to get part of that increased value, in the form of a bigger check later?

On the other hand, if you cannot possibly wait for any of the money to come later, but need it all now, then the higher cash offer might be your better choice. Again, it may end up being lower total dollars...so only take this offer if you see no other choice.

Mistake #7: Thinking Real Estate Agents Are Your Only Choice.

Speaking of choices, real estate agents would have you believe that they're the "only game in town". They're not! You might remember when there were three TV channels, and probably one place to shop for food in town. No longer. Still the "old timers" want you to think they're the only choice.

Sure, some real estate agents do a terrific job for their clients. But they're like having only a hammer in your tool kit. Hammers are great for nails, but lousy at everything else. Real estate agents are good at listing your house and their picture in the paper, and collecting a big fee if it sells. They're not great if you don't have much equity in your house, or you need to sell NOW, or you need every possible option on the table.

The quality of your decision will come from the **quality and variety of your choices**. Don't limit yourself to the old timers who still have the "three TV channel" mentality.

Mistake #8: Waiting Too Long Before Getting Help.

We all find ourselves in a jam from time to time. Sometimes the problems solve themselves. Unfortunately, the bigger problems have a way of just getting uglier.

When you have a housing problem with a lender breathing down your back, you need every tool you can find to help you. One of those tools is TIME. The more time you have, the more

options people can put before you. Some real estate specialists are expert at dealing with lenders, to make them come up with creative payment plans.

Sometimes, specialists can build a marketing campaign to get maximum dollars for your home, and for you. The more time you can give your advisors, the more options they can put on the table for you, and the better those options will be.

You know how concrete starts out like a liquid, and soon becomes a rock? We suggest you **act now to find out all your options**, before things solidify into a rock around you.

Mistake #9: Settling For Only One Offer.

When you're in a jam, there's a temptation to grab onto the very first solution someone puts before you. If you have any time at all, we suggest you try to get more than one solution. Some real estate specialists are able to give you two or more solutions, and quickly. That's because they may have helped many other homeowners in your situation. Don't just settle for the one-size-fits-all, "we'll list your house in the paper" solution that real estate agents have. Of course they won't mention other solutions that they don't know about...or don't want you to know about.

That's why it's such a good thing that you decided to do your own research on the Internet, to see what else was out there!

Next Steps

We hope this report has given you an idea or two that you hadn't considered.

That's what MHBAP is great at: Putting more information—and more options—on the table before you.

We're professionals that **promise to treat you with respect, and listen to your needs.** We'll "leave no stone unturned" to **find the most options to solve your current housing issue.**

If you want to discover exactly how we can help with your situation, please contact us at **952-653-2191**, or visit our website and fill out the confidential questionnaire at: www.mhbap.org

We promise to guard your confidential information, and promptly get back to you with our thoughts.

Thanks for requesting this report and reading it.

You're clearly a "take action" person. We hope you try us out, and **let us take action to put some good solutions in front of you.** There's nothing to lose, and a lot of your peace of mind to gain.

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Don't NEED To Sell Right Away?

- * Relocating?
- * House too big or too small?
- * Inheritance situation?

If you're fortunate to have more time to sell your home, some of the points we mention in this report won't apply. You might be current on your mortgage payments, but still want to know what options there are besides the "same old same old" of going to a real estate agent.

As we said in this report, **there ARE other good options besides listing your house with agents.** We'd be happy to look at your situation and develop several recommended options for you to consider.

Just contact us at **952-653-2191**, or fill out our confidential questionnaire at www.mhbap.org

We'll give you some alternatives you might not have considered. As we said, you have absolutely nothing to lose, and a great deal to gain.