

# **SOS Equity Solutions, LLC**

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## **How To Maximize Your Success and Income With Short Sales**

“Our goal is to save as many homeowners as possible from foreclosure.”

# Short Sale Facts

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**“A short sale is when the proceeds of a real estate sale fall short of the balance owed on the property”**

- Average brokers or agents close only 10% of the short sales when they attempt it on their own.
- 50% of all homes sold will be sold as a short sale.
- If you are not working with short sales, you are missing at least 50% of the market.

# Lenders Do Consider Short Sales!

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- They are in business to loan money, not to own real estate.
- If they foreclose, the value of the loan contributes to their insolvency.
- Foreclosure costs the lender time and money.
- Short sale proceeds are equal to (or greater than) what they gain by foreclosing and selling as an REO.
- The property is usually left in an “unsellable condition” by the seller.

# Benefits of Short Sales

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- Properties sell faster when priced properly.
- Seller avoids foreclosure on their credit.
- You establish yourself as the Solution Provider.
- Seller will refer other clients to you.
- You provide value to the buyers.
- Generates income stream in slow market.
- The economy is stimulated.

# Your Options When Listing Overleveraged Houses

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1. You can turn them down because they won't sell.
2. You can list the house at a price that is overpriced to cover all payoffs and closing costs.
3. You can list them as short sales and waste time negotiating yourself.



- 4. You Can Outsource Your Short Sale Negotiations to the Experts and Create Extra Income Without Extra Work.**

# Who We Are

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- We are professional short sale negotiators.
- Negotiating short sales is our only business.
- Our team has been negotiating short sales for over 3 years full-time.
- We have closed 100s of short sale transactions.
- Our closing rate exceeds 85%.
- We are a local company.

# Our Goal

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- Create a WIN + WIN+ WIN
  - 👍 You - Get your commission without the time and aggravation of dealing with banks.
  - 👍 Homeowner - Avoids foreclosure and refers other homeowners to you.
  - 👍 Lender - Liquidates the non-performing asset.

# Advantages of Partnering with Us

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- You get your Commission and we do all the negotiation work.
- You get an Immediate Offer on the property allowing us to get the short sale process started NOW.
- You spend your time doing what you do best - Selling.
- You avoid short sale pitfalls because we Know them all.
- You skip the costly and long Learning Curve of negotiating like the Pros.



# **You'll Benefit From Our Experience!**

## **We Know How To ...**

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- Get your short sale assigned to a loss mitigator immediately.
- Present the short sale package to the bank so they review it fast and approve it.
- Negotiate with lenders depending on what type of loan your seller has.
- Structure deals when the lender says that junior lien holders can only get \$1,000 to \$2,500.
- Get the bank to approve every file by getting the BPO value on the property where they need to see it.

# More Benefits From Our Experience!

## We Know How To ...

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- Get the deal done when a lender wants your seller to sign a promissory note or deficiency judgment.
- Negotiate Fannie Mae, Freddie Mac, FHA, VA, and Conventional Mortgages with Private Mortgage Insurance.
- Get junior lenders and IRS liens released from properties.

# How We Work Together

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1. You provide an introduction to seller/client.
2. We discuss the short sale process with seller and take care of all paperwork required by the lender.
3. We build the case for negotiation.
4. We submit the offer(s) to the lender(s).
5. We negotiate a settlement with the lender(s).
6. You continue to market the property and secure a buyer while we are negotiating.
7. We get lender's Approval Letter and Close with buyer.
8. Title company sends you Your Commission.

# Case Study #1

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|                                | <b>Lien Amount</b> | <b>Payoff</b> |
|--------------------------------|--------------------|---------------|
| <b>1<sup>st</sup> Mortgage</b> | \$218,000          | \$176,000     |
| <b>HOA Lien</b>                | <u>\$425</u>       | <u>\$0</u>    |
| <b>Total</b>                   | \$218,425          | \$176,000     |
| <b>Total Discount</b>          | \$42,425           | 19%           |
| <b>Realtor Commission</b>      | \$3,600            |               |
| <b>Without Us</b>              | \$0                |               |

# Case Study #2

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|                                | <b>Lien Amount</b> | <b>Payoff</b> |
|--------------------------------|--------------------|---------------|
| <b>1<sup>st</sup> Mortgage</b> | \$143,200          | \$100,000     |
| <b>Total</b>                   | \$143,200          | \$100,000     |

**Total Discount**      \$43,200    30%

**Realtor Commission**    \$3,000

**Without Us**                    \$0

# Case Study #3

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|                                | <b>Lien Amount</b> | <b>Payoff</b> |
|--------------------------------|--------------------|---------------|
| <b>1<sup>st</sup> Mortgage</b> | \$182,500          | \$107,000     |
| <b>Credit Card Lien</b>        | <u>\$18,690</u>    | <u>\$ 0</u>   |
| <b>Total</b>                   | \$201,190          | \$107,000     |

**Total Discount**            \$94,190    47%

**Realtor Commission**    \$3,600  
**Without Us**                    \$0

# How Do We Get Paid ?

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- We earn our money upon the sale of the house.
- You and your client pay nothing for our services.
- We charge the bank a short sale processing fee.

# What Questions Do You Have?

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Please Call Us

David and Emily      (760) 665-6301

Thank You for Your Time!