



Bank, N.A.
Home Equity Solutions
MAC X2303-01N
One Home Campus
Des Moines, IA 50328

Thursday, July 15, 2010

SANTA MONICA CA 90404-2433

RE: Account #
Property: SANTA MONICA, CA 90404

Dear Borrower(s):

You have requested that _____ Bank, N.A. (the "Bank") approve a short sale in connection with the above-referenced Property, whereby the Bank would accept \$13,000.00 from the proceeds of the sale of the Property, and release its lien on the Property. Please be advised that the Bank will not accept \$13,000.00 in full consideration for the release of its lien on the Property. Accordingly, for the Bank to accept your offer to: a) forgive the remaining balance; b) approve the short sale; and c) release its lien upon receipt of at least \$13,000.00 from the proceeds of the sale of the Property, the Bank must receive an additional amount of \$4,500.00. Please understand that payment of this additional amount (the "Additional Funds") will not be paid from the sale proceeds of the Property. The Additional Funds must be in consideration for the Bank releasing its lien on the Property and forgiving the remaining balance without having received payment of the entire balance owed on your Account. The Additional Funds must be received by the Bank by 7/30/2010, for the Bank to accept your short sale. It is the Bank's understanding that because the Additional Funds are part of the amount you must pay in consideration for the Bank's acceptance of your short sale offer, the amount of the Additional Funds must be disclosed on the HUD-1 Settlement Statement provided to you at the closing of the sale of the Property. There should be an indication on the HUD - 1 that the Additional Funds were paid to Bank to satisfy its lien. If the Additional Funds are paid to the Bank prior to the closing and are not disbursed through escrow, there may also be an indication on the HUD-1 that the Additional Funds were paid outside of closing or "POC". The amount to be paid to the Bank from the sale proceeds must also be disclosed on the HUD-1 Settlement Statement. You should advise the attorney or settlement agent responsible for conducting the closing regarding the Additional Funds paid.

As you know, your agreement to pay the Additional Funds and short sale proceeds from the sale of the Property as specified above is **completely voluntary**, and you are not required to sell the Property via a short sale. **However, the Bank's final approval of the short sale of the Property is contingent upon receipt of these Additional Funds, as well as your compliance with all Short Sale Guidelines, which were previously provided to you.** In addition, the short sale approval will not be final unless and until a Final Short Sale Approval Letter has been agreed to by _____ and written acceptance of the terms of the Final Short Sale Approval Letter is made by you. If a signed copy of the Final Short Sale Approval Letter is not received by the required due date and/or is altered in any manner, the approval becomes null and void.