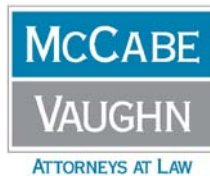


MICHAEL J. McCABE
ERIC S. VAUGHN
T J ROACHE
GEOFFREY B. DOBSON, OF COUNSEL



REAL ESTATE
COMMUNITY ASSOCIATIONS
CONSTRUCTION
BUSINESS TRANSACTIONS

Dear Homeowner:

Thank you for your interest in selecting the Law Office of McCabe & Vaughn, P.A. to represent you in negotiating a short sale with your mortgage lender(s).

Given the recent decline of the real estate market, many homeowners are finding themselves in a position where the total amount due on their mortgage loan(s) exceeds the value of their home. A short sale occurs when homeowners negotiate with their lender(s) to sell the home for less than the total amount due on the mortgage loan(s) secured by the home.

A short sale should be the homeowner's last resort prior to foreclosure. In many cases, the homeowner may be eligible for a loan modification or workout that would allow the homeowner to stay in the home. It is generally in the homeowner's best interest to exhaust all possible modification/workout options before resorting to a short sale.

If you are interested in discussing a short sale with an attorney, McCabe & Vaughn offers potential clients a free one-hour, no-obligation consultation.

To get started, contact McCabe & Vaughn to schedule a consultation with an attorney. In the meantime, review and complete this Short Sale Client Information Package.

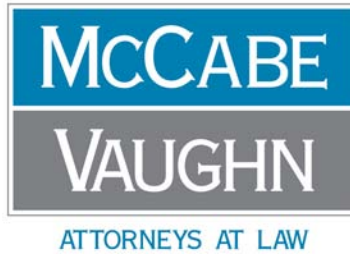
The purpose of this package is to assist you in gathering the information necessary for McCabe & Vaughn to assess your case and, if selected as your counsel, to negotiate a short sale on your behalf with your mortgage lender(s). In order for McCabe & Vaughn to effectively assess your case, it is important that you provide complete and accurate responses to every question herein and supply all of the requested documents. This information is critical when negotiating with the bank(s). Submitting incomplete or inaccurate information may have a negative impact on our ability to accurately assess your case. ***In order to maximize your consultation with the attorney, it is important that you complete and return this package at least 24 hours prior to your scheduled consultation time.***

Should you choose to engage McCabe & Vaughn to represent you, there is a \$195 non-refundable administrative fee when you enter into the Representation Agreement with McCabe & Vaughn. The administrative fee covers McCabe & Vaughn's administrative costs to review and process your short sale package.

Any additional legal fees are contingent upon McCabe & Vaughn successfully negotiating a short sale on your behalf. The typical fee is a flat fee of \$1,500, however, in most cases, the fee is paid from the HUD-1 settlement statement at the time of closing. The fee agreement will be discussed at length at your attorney consultation.

If you are interested in discussing representation with McCabe & Vaughn, please contact us at (904) 396-0090 to schedule an appointment for a free, no-obligation consultation, up to one hour, with an attorney.

Sincerely,
McCABE & VAUGHN, P.A.

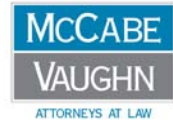


Short Sale Client Information Package

McCabe & Vaughn, P.A.
1001 Kings Avenue, Suite 201
Jacksonville, Florida 32207

Tel (904) 396-0090
Fax (904) 208-5115
www.jaxlandlaw.com

Short Sale Client Information Package



Checklist

Prior to returning this package, please review this checklist to ensure that your submission is complete.

- Completed Short Sale Client Information Package
- Signed Acknowledgement Form
- One-page Hardship Letter
- \$195.00 processing fee payable to McCabe & Vaughn, P.A. (check or money order)
- The most current monthly statement(s) from your mortgage lender(s)
- All written correspondence to and from your lender(s) during the past six (6) months
- Personal tax returns for the previous two (2) years for each borrower on the Note(s)
- Copy of valid driver's license(s) for each borrower on the Note(s)

To ensure that McCabe & Vaughn reviews and processes your package in a timely manner, please do not submit your package unless all the above-referenced items are included.

RETURN TO:

by mail

McCabe & Vaughn, P.A.
Attn: Short Sale Division
1001 Kings Avenue, Suite 201
Jacksonville, Florida 32207

by e-mail

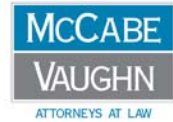
shortsales@jaxlandlaw.com

or

by fax

(904) 208-5115

Short Sale Client Information Package



Borrower(s) Information

Borrower

First Name: _____ MI: _____ Last: _____
Mailing Address: _____
City: _____ State: _____ Zip: _____
Cell No: _____ Work No: _____ Home No.: _____
Email: _____ Social Security Number: _____

Co-Borrower

First Name: _____ MI: _____ Last: _____
Mailing Address: _____
City: _____ State: _____ Zip: _____
Cell No: _____ Work No: _____ Home No.: _____
Email: _____ Social Security Number: _____

Subject Property Address:

_____ City: _____ State: _____ Zip: _____

Property is (select one): Primary residence Second home Investment

Purchase Date: _____ Purchase Price: _____

Approximate current value of home: _____

Is property part of a Homeowner's Association or Condominium Association? Yes No

Is the property currently listed for sale? Yes No

If yes, what is the current asking price? _____

Have you contracted with a real estate agent to list your property for sale? Yes No

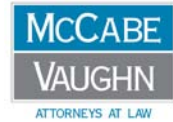
If yes, please provide the following:

Real estate agent's name: _____

Real estate agency name: _____

Office Phone: _____ Cell: _____

Short Sale Client Information Package



Loan/Lender Information

First Mortgage

Lender: _____ Loan Number: _____ Date of Origination: _____

Original Loan Amount: _____ Loan Balance: _____

Mortgage Payment: _____ Interest Rate: _____ Fixed: Yes No

Does mortgage payment include property taxes and property insurance? Yes No

If no, what are your monthly property taxes? _____ Insurance? _____

Is loan current? Yes No

If not, when was your last payment made? _____

Have you been served with a foreclosure complaint? Yes No

If yes, date of service? _____

Is the first mortgage in question the original purchase mortgage or a refinance?

If the first mortgage is a refinance, what date did you refinance the first mortgage? _____

If the first mortgage is a refinance, did you deal directly with the lender or a mortgage broker? (select one) Lender Mortgage Broker

If you dealt with a mortgage broker, please list the following:

Broker's name: _____ Brokerage company: _____

Second Mortgage or Equity Line-of-Credit

Do you have a second mortgage or equity line? Yes No

If yes, Lender: _____ Loan Number: _____ Date of Origination: _____

Original Loan Amount: _____ Loan Balance: _____

Mortgage Payment: _____ Interest Rate: _____ Fixed: Yes No

Does mortgage payment include property taxes and property insurance? Yes No

If no, what are your monthly property taxes? _____ Insurance? _____

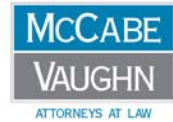
Is loan current? Yes No

If not, when was your last payment made? _____

Have you been served with a foreclosure complaint? Yes No

If yes, date of service? _____

Short Sale Client Information Package



Additional Information

1. Is there anyone listed on the Deed who is not listed as a borrower on either the first mortgage or the second mortgage/equity line promissory notes? Yes No

If yes, please provide the following: Name of person(s): _____

Relationship to Borrower(s): _____

2. Did your loan officer or mortgage broker make you aware of all aspects of the loan which would include an adjustable vs. fixed rate, term of the loan, any interest only periods that do not last the duration of the loan or any “teaser” rates (a rate that starts out very low and increases to a much higher rate in a short span of time)? Yes No

If yes, please explain:

3. When you applied for your loan, did the loan officer/mortgage broker ask you to: (select one)
- provide detailed information regarding your financial status including bank statements, tax returns, etc.; or
 - state your income without requiring you to provide any supporting documentation.

4. If you stated your income with providing any supporting documentation what did you list as your income and was it an accurate reflection of your income?

5. Did your loan officer or mortgage broker give you any input as to what amount and how you should state your income? Yes No (if yes, please explain)

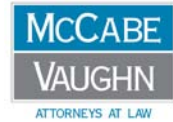
6. Did your loan officer or mortgage broker fail to provide you with any information that you later found out about your loan? Yes No (if yes, please explain)

7. Did your loan officer or mortgage broker tell you any information about your loan that turned out to be false? Yes No (if yes, please explain)

8. Have you ever filed for bankruptcy? Yes No If yes, Ch 7 Ch 11 Ch 13
When? _____ Current Status: _____

9. How many adults and dependents currently live in the home? Do you have any dependents that are not living in the home?

Short Sale Client Information Package



Income

Include total income for ALL borrowers listed on mortgage(s). Be as accurate as possible.

1. Do you receive W-2 or 1099 income? *(For W-2 income, please provide two (2) most current months pay stubs. For 1099 income, please provide most current quarterly Profit and Loss)*

Borrower: W-2 1099
Co-Borrower: W-2 1099

2. How often are you paid? *(list individually)*

Borrower: _____ **Co-Borrower:** _____

3. What is your total monthly income? *(list individually)*

Borrower: _____ **Co-Borrower:** _____

4. Employment information:

Borrower: Employer: _____
 Current Position/Title: _____
 Dates of Employment: _____ to _____

Co-Borrower: Employer: _____
 Current Position/Title: _____
 Dates of Employment: _____ to _____

5. Do you receive any Rental Income? *(must provide copies of signed lease agreements)*

Borrower: Yes No Total amount of rental income: _____
Co-Borrower: Yes No Total amount of rental income: _____

6. Do you receive any benefit income such as SS, Disability, VA, Pension, etc.? *(must provide documentation)*

Borrower: Yes No Source: _____ Amt/Mo.: _____
Co-Borrower: Yes No Source: _____ Amt/Mo.: _____

7. Do you receive any additional income not referenced above? *(must explain and provide documentation)*

Borrower: Yes No Explanation: _____
Co-Borrower: Yes No Explanation: _____

Short Sale Client Information Package



Assets

Include total assets for ALL borrowers listed on mortgage(s). Be as accurate as possible.

1. Do you maintain checking and/or savings accounts? *(please list type of account, bank and estimate of current balances)*

Borrower: Acct 1: Type: _____ Bank: _____ Est. Balance: _____

Acct 2: Type: _____ Bank: _____ Est. Balance: _____

Co-Borrower: Acct 1: Type: _____ Bank: _____ Est. Balance: _____

Acct 2: Type: _____ Bank: _____ Est. Balance: _____

2. Do you maintain any IRA, 401K, Keogh, Stock, Bond or CD Accounts? *(please list each in detail and include estimated values)*

Borrower: _____

Co-Borrower: _____

3. Do you maintain any life insurance policies? *(please list each and include policy value)*

Borrower: Policy 1: Insurer: _____ Policy value: _____

Policy 2: Insurer: _____ Policy value: _____

Policy 3: Insurer: _____ Policy value: _____

Co-Borrower: Policy 1: Insurer: _____ Policy value: _____

Policy 2: Insurer: _____ Policy value: _____

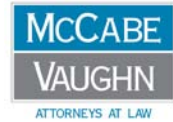
Policy 3: Insurer: _____ Policy value: _____

4. List all real estate properties owned by Borrower or Co-Borrower in whole or in part. Include the current amount owed on each property and the estimated value of each property.

Borrower: _____

Co-Borrower: _____

Short Sale Client Information Package



Expenses

Include total **MONTHLY** expenses for **ALL** borrowers listed on mortgage(s).

Leave blank any items that do not pertain to your expenses. Be as accurate as possible.

Category	Description	Monthly Payment	Total Balance Owed
Monthly Loan Payments	1 st Mortgage (subj. property)		
	2 nd Mortgage (subj. property)		
	Other home loans or mortgages		
	Property Taxes (mo. total for all loans)		
	Homeowners' Insurance		
	HOA/Condo Assoc. Dues		
	Automobile (1)		
	Automobile (2)		
	Student Loans		
	Other _____		
Other _____			
Credit Cards / Revolving Debt	VISA		
	Mastercard		
	American Express		
	Discover		
	Other _____		
	Other _____		
Utilities	Electricity / Gas / Heating		
	Water / Sewer / Garbage		
	Telephone		
	Cellular Phone		
	Internet		
	Cable		
	Home Security / Alarm System		
	Other _____		
Insurance	Insurance (Health / Life)		
	Automobile Insurance		
	Other Insurance: _____		
Automobile / Transportation	Gasoline		
	Maintenance		
	Parking/Tolls		
	Other: _____		
Household	Groceries		
	New Clothes / Dry Cleaning		
	Other: _____		
	Other: _____		
Miscellaneous Expenses	Daycare / Baby Sitting		
	Alimony / Child Support		
	Education / Tuition / Books, etc.		
	Liens / Judgments (IRS or other)		
	Medical Bills (not covered by ins)		
	Medicine / Rx		
	Other _____		
TOTAL		_____	_____

Hardship Letter Guide

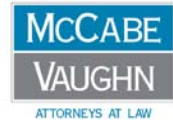
As part of the short sale negotiation process, lenders often ask for a hardship letter from the borrower(s). A hardship letter is a written explanation as to what “event” has caused or will cause you to fall behind on your mortgage and is vital in helping us successfully negotiate a short sale on your behalf. This letter acts much like an outline or biography of your current “life” issues that are affecting your ability to meet your financial obligations. Keep in mind, the hardship letter should be personal and unique to your situation.

Because lenders are so busy, it is important to keep your hardship letter short and to the point. A good hardship letter should be 1 to 2 pages, but never more than two pages.

Here is a sample list of common hardships that lenders consider during short sale negotiations:

- Adjustable Rate Mortgage Reset- Payment Shock
- Illness
- Loss of Job
- Reduced Income
- Failed Business
- Job Relocation
- Death of Spouse or Co-Borrower
- Incarceration
- Divorce
- Marital Separation
- Military Duty
- Medical Bills
- Damage to Property (natural disaster or unnatural)
- Decrease in Property Value

Short Sale Client Information Package



Acknowledgement Form

The undersigned hereby acknowledge and agree that the submission of this Package to McCabe & Vaughn, P.A. is for the purpose of allowing McCabe & Vaughn to assess the undersigned's case and determine whether McCabe & Vaughn is willing to offer to represent the undersigned. The undersigned understand that McCabe & Vaughn does not represent the undersigned until such time as McCabe & Vaughn offers to represent the undersigned and the parties enter into a written Representation Agreement. While the submission of this Package to McCabe & Vaughn does not create an attorney/client relationship, any privileged information contained herein is protected by the attorney/client privilege regardless of whether the parties ever enter into an attorney/client relationship.

By signing this Acknowledgement Form, the undersigned represents that the information supplied by the undersigned in this package is true and correct to the best of the undersigned's knowledge. If the parties enter into a written Representation Agreement, the undersigned hereby authorizes McCabe & Vaughn to use this information to the extent necessary to achieve the objectives of the Representation. As such, the undersigned agrees to hold harmless and indemnify McCabe & Vaughn, P.A., its agents, attorneys, employees, successors and assigns from any and all liability arising out of the Representation which results from any misrepresentations made by the undersigned.

Dated: _____

Borrower's Signature: _____

Borrower's Printed Name: _____

Co-Borrower's Signature: _____

Co-Borrower's Printed Name: _____