

The background of the slide features a wooden house model, a calculator, and a money bag with a dollar sign. The house is made of light-colored wood and has a chimney. The calculator is black with a blue equals button. The money bag is white with a black dollar sign and is tied with a string.

MORTGAGE NOTE PURCHASE

Loss Mitigation Solutions



SAFE HARBOR SOLUTIONS

HOW MORTGAGE NOTE PURCHASE CAN HELP SAVE YOUR HOME

What Is Mortgage Note Purchase?

When you're facing foreclosure, your current lender may be willing to sell your mortgage note to us at a discount. By purchasing your note, **we become your new lender** - and that changes everything about your options.

Unlike traditional banks that must follow rigid corporate policies, we have the flexibility to create custom solutions that work for your specific situation. Our primary goal is helping you stay in your home, while ensuring the loan remains sustainable for everyone involved.

How This Differs from Traditional Lending

Traditional Lender Approach:

- Limited modification options due to corporate policies
- Focus on recovering full loan amount quickly
- Foreclosure often pursued as primary solution

Our Approach:

- Flexible, creative workout solutions
- Focus on keeping families in their homes
- Foreclosure only as absolute last resort when cooperation breaks down

The Process: Working Together on Two Tracks

When we identify a potential note purchase opportunity, we work on two parallel timelines:

1. **Immediate Protection:** We help secure a foreclosure postponement to give us time to work
2. **Note Acquisition:** We negotiate with your current lender to purchase your mortgage

If your lender's asset department is responsive, we can often complete both processes simultaneously, providing you with continuous protection while we work toward a permanent solution.

What We Look For

To qualify for our note purchase program, we need to see:

- **Ability to repay under modified terms** - This might mean reduced payments, extended loan terms, or other creative solutions
- **Commitment to cooperation** - Working together openly and honestly throughout the process
- **Realistic financial capacity** - Even with modifications, the new terms must be sustainable for your budget

A Hypothetical Example

Please note: This is a hypothetical scenario for illustration purposes only. Every situation involves many variables, and there are no guaranteed outcomes. However, this example shows how the concept can work in practice.

The Situation: The Johnson family fell behind on their \$2,400 monthly mortgage payment after a job loss. Their lender started foreclosure proceedings on their \$280,000 balance.

Traditional Outcome: Foreclosure and loss of the home.

- We purchased the note from the bank at a discount
- Worked with the Johnsons to modify their loan terms
- Reduced their payment to \$1,850 per month through extended loan terms
- Added missed payments to the loan balance with no immediate penalty
- The family kept their home and maintained equity

The Result: The Johnsons avoided foreclosure, we created a performing loan, and everyone benefited from a win-win solution.

What Makes This Work

As your new lender, we have complete flexibility to:

- **Modify payment amounts** to fit your current income
- **Extend loan terms** to reduce monthly payments

- **Restructure missed payments into manageable solutions**
- **Create forbearance plans** during temporary hardships
- **Work with you directly** without corporate bureaucracy

Important Disclaimers

While our goal is always to help you keep your home, we do retain foreclosure rights if:

- Agreements are repeatedly broken or not honored
- There's no cooperation from the homeowner
- Modified terms still cannot be met despite good-faith efforts

However, foreclosure would only occur as an absolute last resort after all other options have been exhausted.

Why This Approach Works

For Homeowners:

- More flexible solutions than traditional lenders can offer
- Direct relationship with a lender focused on your success
- Access to housing counseling and financial planning support
- Dignity and respect throughout the process

For Us:

- Helping families while maintaining sustainable business practices
- Creating performing loans from distressed situations
- Building long-term relationships with homeowners
- Positive community impact

Next Steps

If you're facing foreclosure and believe our note purchase program might help your situation, contact us immediately.

Time is often critical in foreclosure situations, and early intervention provides the most options for successful outcomes.

Remember: Every situation is unique, and success depends on many factors including your financial capacity, willingness to cooperate, and your lender's responsiveness. While we cannot guarantee outcomes, our innovative approach has helped many families find solutions where traditional methods failed.

This information is for educational purposes only and does not constitute legal or financial advice. Consult with qualified professionals regarding your specific situation.