**[xxx] Mr. Smith’s Horror Story... (Email #10)**

Hi {FIRST NAME},

Are you ready for a story?

I got this story from a couple, let’s call them The Smiths - to protect the innocent... :)

So, I refinanced their mortgage a just a little while ago…

Note: I was not involved in their last mortgage.

They had purchased their home about 5 years ago with terms that were not great, and only now were able to refinance.

The reason for this bad mortgage: **“Short Sale.**”

I’ll tell you more about short sales in just a moment, but first let’s look at how easy it was to lose $7,000 (and nearly the home itself).

So… about 5 years ago, “The Smiths” clients had found themselves the perfect home and put in an offer.

Their offer was approved, along with their **“Short Sale Approval Letter”** from the bank of the property owner.

First, if you have a Short Sale then, you WILL need this letter and second… It always supersedes the sales contract!

You see, “The Smiths” had initially asked for $7,000 in seller help toward the closing costs…

Everyone had agreed the sum and all the parties had signed the contract with this clause in it.

So far, so good.

But here’s where it all fell apart… the bank that approved the short sale had overlooked this clause…

Subsequently they removed the $7,000 seller help clause and did not include it in the approval letter.

That in itself is nothing to be worried about, just yet, mistakes happen. And they can be sorted out (or prevented) by a knowledgeable agent right?

Well… remember, I was not involved so, the mistake went further.

This “wrong” letter now went to the title company…

Usually they’d question the change, but not his time.

So, the additional change was not sent to back to the bank, or realtor, or my client.

Nobody knew, so on the closing day they had a nasty surprise…

They had to come up with an additional $7000 to buy the home…

Yeah, I know, just imagine all that stress.

The thing is it was a simple error…

And to be honest, title companies and banks don’t make these all the time, but now you can see how important it is to have someone in your corner.

If you plan to refinance hit me up and I’ll take your corner **{SCHEDULING TOOL}**.

Cheers,

{REAL NAME FROM CLIENT COMPANY}