

THE HARDSHIP LETTER

The Hardship letter is one of the most important steps in the Short Sale process. This is a letter from the homeowner to the lender telling the whole story of how they reached the financially overwhelmed situation they find themselves in today and why they are unable to continue paying the mortgage. The lender is looking for the Involuntary Hardship(s) that the homeowner has had to endure.

You are asking the lender to take a substantial financial loss because you have faced or are facing this unforeseen event or events so please be specific and tell the whole story.

This letter must be signed and dated by all parties on the Note and Deed of Trust (mortgage).

The following are a list of Involuntary Hardships:

Involuntary Hardships

1. Divorced or Legally Separated
2. Death of an immediate family member
3. Loss of employment
4. Underemployment (overtime and bonus gone) due to economy
5. Self-employed borrower w/ decrease in business
6. Serious illness in family
7. Disability
8. Natural disaster
9. Man Made disaster
10. Incarceration
11. Military deployment