

FLORIDA GULF COAST · FREE HOMEOWNER GUIDE

Behind on Payments? *Here Is What You Can Still Do.*

Written for homeowners in Sarasota, Manatee and Pinellas counties. It explains your options and the equity maths. It is not legal advice — chapter 5 is where to get that, free.

Neighborhood Property Solutions

(727) 977-5365 · neighborhoodpropertybuyers.com

01

What This Guide Is, and What It Is Not

START HERE

If you are behind on payments on a Florida house, people are contacting you who want something. Some of them are useful. Some are not. This guide is written by a company that buys houses, and you should read it knowing that.

What it does: it lays out the options a homeowner in your position actually has, explains how the equity maths works, and gives you the questions to ask any buyer — including us.

WHAT THIS GUIDE IS NOT

It is not legal advice, and it does not describe Florida foreclosure procedure. How much time you have, what your lender must do and what your county court requires are questions for a Florida attorney. We are a buyer, not your lawyer, and a guide that pretended otherwise would be worth less than nothing to you. Chapter 5 is where to get those answers, free.

Neighborhood Property Solutions LLC buys residential property directly, for its own account, intending to resell at a profit. We are not a foreclosure consultant, a rescue service, a credit counsellor or a loan modification company. If anyone offers to stop a foreclosure for an up-front fee, that is the moment to stop and call a lawyer.

02

Six Options, Honestly Compared

YOUR CHOICES

Almost every homeowner behind on payments has the same six options. Which are open to you depends on your lender, your equity, and how much time is left.

OPTION	WORKS WHEN	THE CATCH
Reinstate	You can pay the arrears at once	Needs the full past-due amount, plus fees
Loan modification	Income has recovered	Slow, and the lender can decline
Refinance	Equity and credit both hold up	Being behind is usually what disqualifies you
List on the open market	The house shows well and time allows	60–90 days, repairs, showings, financing can collapse
Sell for cash	Time is short or the house needs work	Below retail — you trade price for speed and certainty
Do nothing	There is no equity to protect	The equity, if any, is what you lose

> WORTH SAYING PLAINLY
>
> If you have real equity and enough time, **listing with a good agent will usually net you more than we will.** We are faster and more certain, not more generous. A buyer who will not tell you that is selling you something.

03

How the Equity Maths Actually Works

THE NUMBERS

This is the part most people have never had explained. A sale settles what is owed and the remainder is yours. A process that runs to completion settles what is owed and the remainder is decided by the process, not by you.

Sell before it completes

You keep the difference



Sale price, less the payoff and closing costs, paid to you at the closing table.

Let it run

You keep whatever survives it



Fees, costs and interest accrue throughout, and they come out of the same equity.

The bars are illustrative and are not a prediction about your house. **The principle is not illustrative:** every month the process runs, the amount owed grows, and it grows out of your share.

04

What to Ask Any Cash Buyer

PROTECT YOURSELF

Ask these of every buyer who contacts you, us included. A buyer who cannot answer them plainly is not one you want.

- **Are you buying it yourself, or assigning the contract?** A wholesaler signs a contract and sells that contract on. The price can move once a third party has seen the house.
- **Show me proof of funds.** A real buyer has it ready.
- **What comes out of my number?** Ask for every deduction in writing before you sign anything.
- **Who pays the closing costs?** Get it in the contract, not in conversation.
- **What happens if you back out?** Ask what the contract lets them do after an inspection.
- **May I have a lawyer read this?** The answer should be yes without hesitation. If it is not, walk away.

NEVER DO THESE THREE THINGS

Never pay an up-front fee to stop a foreclosure. Never sign the deed over to somebody promising to rent the house back to you. Never sign a document you have not read because you are being rushed. Those are the three shapes predatory schemes take.

05

Where to Get Florida Answers, Free

INDEPENDENT HELP

Everything so far is about the transaction. The questions about *your* timeline and *your* rights are legal questions, and these people answer them without wanting to buy your house.

- **A HUD-approved housing counselling agency.** Free, and they earn nothing from your decision. Find one at hud.gov/findacounselor or on 800-569-4287.
- **A Florida real estate attorney.** One consultation is usually inexpensive against what is at stake, and they can read any contract before you sign it, including ours.
- **Florida legal aid**, if cost is the obstacle. Coverage varies by county.
- **Your lender's loss mitigation department.** Unpleasant to call, and often the fastest route to a modification or a payment plan.

> OUR POSITION
>
> We would rather you took our offer to an attorney and came back than signed it quickly. A seller who understood the deal does not call us angry three weeks later.

06

If You Want a Number From Us

NEXT STEPS

You do not have to decide anything today. If you want to know what a cash sale would actually put in your hand, the offer is free and yours to keep.

- **Send the address.** That is all we need to start.
- **A written offer follows within 24 hours**, itemised, so you can see what comes out of the number.
- **You choose the closing date** — or take the offer to somebody else and compare. Plenty of sellers do.

We buy in Sarasota, Manatee and Pinellas counties, in any condition, with tenants in place, and with the house exactly as it stands today.

NEIGHBORHOOD PROPERTY SOLUTIONS

(727) 977-5365

neighborhoodpropertybuyers.com/fl/foreclosure/