



HOMEOWNER OPTIONS CLIENT GUIDE

A private, practical roadmap for understanding your options, protecting equity, and choosing your next step with clarity.

 **Homeowner Options** 
—  404REALTY —

1. Private Conversation



2. Review Options



3. Protect Equity



4. Path Forward



 Private. Compassionate. Solutions that fit your life. 

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Private. Compassionate. Solutions that fit your life.

This guide is designed for homeowners who want a clear explanation of their choices before making a decision. It is not legal, tax, credit, or financial advice. It is a starting point for an informed conversation.



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1. How to Use This Guide

Start Here

When a homeowner receives a notice, falls behind, feels squeezed by payments, or simply needs to make a hard housing decision, the worst move is silence. The second worst move is panic. This guide helps you slow the process down, gather facts, and compare options before the clock makes decisions for you. Humanity occasionally benefits from calendars. Strange, but true.

What This Guide Helps You Do

- Understand common homeowner options before choosing a path.
- Prepare for a productive conversation with your lender or loan servicer.
- Understand the basic meaning of pre-foreclosure and why deadlines matter.
- Compare a possible loan modification against a possible sale.
- Create an equity-protection plan if selling becomes the best option.
- Organize documents and questions before requesting a private consultation.

Important Reminder

Professional Guidance Matters

This guide does not replace advice from an attorney, CPA, HUD-approved housing counselor, credit professional, or your mortgage servicer. Every situation is different. Use this guide to get organized, ask better questions, and decide which professionals should be involved.

Your First Goal

- Identify the type of issue: payment hardship, notice of default, HOA matter, tax issue, divorce, probate, job change, relocation, or another life event.
- Identify the deadline: due date, response date, sale date, hearing date, reinstatement date, or document deadline.
- Identify the numbers: payoff, arrears, late fees, escrow shortage, attorney fees, HOA balance, property value, and estimated equity.
- Identify the best path: keep the home, create a repayment plan, request assistance, sell with equity, or prepare for another housing transition.



2. Homeowner Options Guide

Big Idea

You may have more options than you think, especially if you act early. Options can shrink when deadlines are ignored, documents are missed, or a sale date gets too close. The goal is to review options before the situation becomes a five-alarm paperwork fire.

Common Homeowner Options

Option	What It Means
Bring the Loan Current	Pay the past-due amount, fees, and any required charges to stop further collection or foreclosure action.
Repayment Plan	Ask the servicer if the missed payments can be spread over a set period while you resume regular payments.
Forbearance	Temporary payment relief or reduced payments. This does not usually erase the balance. It delays or restructures it.
Loan Modification	A permanent change to one or more loan terms, such as payment structure, interest rate, term, or arrears treatment, if approved.
Refinance	Replace the current loan with a new loan, if credit, equity, income, and timing allow.
Sell with Equity	List and sell the home before foreclosure so the loan can be paid off and remaining equity may be preserved.
Short Sale	Ask the lender to approve a sale for less than the total payoff if the home value is below the debt and hardship exists.
Deed in Lieu	Transfer ownership to the lender instead of completing foreclosure, if approved and appropriate.
Bankruptcy Consultation	Speak with a qualified attorney if legal protection, debt structure, or foreclosure timing is involved.
Housing Counselor Support	Contact a HUD-approved housing counselor for free or low-cost guidance on retention options.



How to Compare Options

- Can you realistically afford the payment going forward?
- How much time do you have before a key deadline?
- How much equity may be available after payoff and selling costs?
- Would a loan modification solve the problem or only delay it?
- Would selling protect more equity and reduce long-term financial pressure?
- Are there tax, legal, credit, family, or estate issues that need outside advice?



3. Pre-Foreclosure Basics

Plain-English Definition

Pre-foreclosure generally means the loan or property-related debt has reached a serious delinquency stage, and the lender, trustee, HOA, taxing authority, or another party may be moving toward foreclosure if the issue is not resolved. The exact process and deadlines depend on the type of debt, state law, loan terms, and notice requirements.

Why Timing Matters

- Early action usually leaves more room to request assistance, gather documents, sell, refinance, or negotiate.
- Waiting can add late fees, attorney fees, trustee fees, property inspection charges, and other costs.
- A scheduled sale date can make a normal listing timeline difficult or impossible without a postponement or fast solution.
- Communication records matter. Keep copies of letters, emails, call notes, portal messages, and tracking numbers.
- Equity can disappear if fees grow or the property sells at foreclosure instead of through a controlled sale.

Common Notices and What They May Signal

Notice Type	Possible Meaning
Late Payment Notice	The servicer is notifying you that the account is past due.
Notice of Default or Acceleration	The loan may be moving into a more serious default stage and the lender may demand the full balance.
Notice of Sale	A foreclosure sale may be scheduled for a specific date.
HOA Collection Notice	The HOA may be pursuing unpaid assessments, fees, attorney costs, or foreclosure rights.
Tax Notice	Unpaid property taxes may trigger penalties, interest, collection action, or tax foreclosure.
Servicer Loss Mitigation Letter	The servicer may be requesting documents to review retention options.

What Not to Do

- Do not ignore mail, certified letters, calls, emails, or portal messages.
- Do not assume a verbal promise stops a deadline unless you receive written confirmation.
- Do not pay an upfront-fee rescue company without carefully checking legitimacy and state rules.
- Do not sign away ownership or deed rights without legal advice.
- Do not wait until the final week to explore selling if equity is at risk.



4. Questions to Ask Your Lender

Big Idea

Your loan servicer controls many of the numbers, deadlines, and loss-mitigation options. A clear call can turn confusion into a checklist. A vague call can turn into a circus with hold music.

Before You Call

Done	Action Item	Notes
<input type="checkbox"/>	Gather loan number and property address	Have identifying information ready.
<input type="checkbox"/>	Open recent mortgage statements	Compare payment amount, escrow, late fees, and total due.
<input type="checkbox"/>	Gather notices received	Keep every letter, especially default, acceleration, sale, or loss mitigation notices.
<input type="checkbox"/>	Write down your hardship explanation	Keep it honest, clear, and brief.
<input type="checkbox"/>	Prepare income and expense information	Servicers often need proof of ability to make modified or resumed payments.
<input type="checkbox"/>	Create a call log	Record date, time, representative name, ID number, and summary.

Questions to Ask

1. What is the exact amount needed to bring the loan current today?
2. Is there a sale date, referral date, or deadline currently scheduled?
3. Has the loan been accelerated or referred to foreclosure counsel?
4. What loss-mitigation options are available for my loan type?
5. Can I apply for a repayment plan, forbearance, deferral, partial claim, or loan modification?
6. What documents are required, and where should I upload or send them?
7. How long does the review process normally take after I submit a complete package?
8. Will a complete loss-mitigation package pause or delay foreclosure activity? If yes, can I get that in writing?
9. What is the current payoff amount, and how long is the payoff quote valid?
10. If I choose to sell, what payoff figures, deadlines, or sale-date postponement options should I know?

Call Log Template

Date / Time	Representative / ID	Notes
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5. Loan Modification vs. Sale

Big Idea

A loan modification can be the right option if it creates a sustainable payment and you want to keep the home. A sale can be the better option if the payment is no longer realistic, equity is at risk, or life has changed. The best option is not the one that sounds comforting. It is the one that actually works after the math stops pretending.

Side-by-Side Comparison

Decision Point	Loan Modification	Sale with Equity
Main Goal	Keep the home with adjusted loan terms.	Sell the home, pay off debt, and protect remaining equity if possible.
Best Fit	You have stable income and can afford the revised payment.	You have equity, cannot sustain the payment, or need a clean transition.
Requires	Servicer approval, documents, hardship review, and ongoing affordability.	Market value review, payoff figures, pricing plan, timeline, and closing coordination.
Risk	Approval is not guaranteed. Payment may still be too high. Missed documents can delay review.	Market timing, buyer financing, repairs, appraisal, and sale-date pressure can affect outcome.
Key Question	Will this solve the payment problem long term?	Will selling protect more equity and reduce future stress?
Timeline Concern	Review can take time and may require repeated document updates.	Selling needs enough time for marketing, contract, inspections, appraisal, title, and closing.

When a Loan Modification May Make Sense

- You want to stay in the home and have enough income to support a revised payment.
- The hardship was temporary and your finances have stabilized.
- You can submit complete documents quickly and respond to servicer requests.
- The proposed modified payment fits your real monthly budget.

When Selling May Make Sense

- The payment is no longer sustainable, even with a possible modification.
- The home has equity that may be lost through delay or foreclosure.
- The property needs repairs you cannot afford.
- You need to relocate, downsize, settle an estate, separate finances, or reduce debt.
- You want more control over timing, pricing, buyer selection, and transition planning.



6. Equity Protection Checklist

Big Idea

Equity is the part of the home value that may remain after debts and selling costs are paid. When deadlines, legal fees, missed payments, and property condition issues stack up, equity can shrink. Protecting it requires facts, speed, and organized decisions.

Done	Action Item	Notes
<input type="checkbox"/>	Request a current payoff quote	Include principal, interest, escrow, late fees, legal fees, and good-through date.
<input type="checkbox"/>	Confirm all liens or claims	Mortgage, HOA, taxes, judgments, mechanics liens, solar liens, or other recorded matters.
<input type="checkbox"/>	Estimate current market value	Review recent comparable sales, active competition, condition, and needed repairs.
<input type="checkbox"/>	Estimate selling costs	Brokerage, title, taxes, HOA, concessions, repairs, payoff, and prorations.
<input type="checkbox"/>	Calculate rough equity range	Market value minus debt and estimated costs.
<input type="checkbox"/>	Track all deadlines	Sale date, response deadline, document deadline, court date, HOA deadline, or payoff date.
<input type="checkbox"/>	Keep written records	Save letters, emails, portal screenshots, call notes, and certified mail receipts.
<input type="checkbox"/>	Avoid rescue scams	Be cautious of promises to stop foreclosure, transfer title, or charge large upfront fees.
<input type="checkbox"/>	Secure the property	Maintain insurance, utilities, access, yard, and basic repairs where possible.
<input type="checkbox"/>	Decide early if selling is needed	A controlled sale usually needs time. Waiting until the end gives everyone less room to breathe.



Equity Review Worksheet

Item	Estimate / Notes
Estimated Market Value	\$
Mortgage Payoff	\$
Past-Due Amount	\$
HOA / Tax / Other Liens	\$
Estimated Selling Costs	\$
Estimated Repairs / Credits	\$
Estimated Equity Range	\$



7. What to Do After Receiving a Notice

First 24 to 48 Hours

Do not set the notice aside. Read it, scan it, save it, and identify the date, sender, deadline, amount due, and action required. A notice is not the time for optimistic drawer storage.

Step-by-Step Response Plan

Action	What to Do
Step 1: Identify the Sender	Confirm whether the notice came from your mortgage servicer, foreclosure trustee, attorney, HOA, taxing authority, court, or another party.
Step 2: Identify the Deadline	Look for response dates, cure dates, sale dates, hearing dates, or document submission deadlines.
Step 3: Confirm the Amount	Write down the amount due, payoff amount, arrears, legal fees, HOA fees, tax balance, or other charges.
Step 4: Call the Right Party	Contact the servicer, HOA, attorney, or agency listed on the notice. Record the call details.
Step 5: Request Written Confirmation	Ask for written confirmation of payoff, reinstatement, loss-mitigation options, or any agreed next step.
Step 6: Review Your Options	Compare keeping the home, modifying the loan, repayment, selling, or seeking legal/housing counseling help.
Step 7: Build a Timeline	Work backward from the deadline to decide what must happen this week, not someday in the foggy land of later.

Documents to Keep Together

- The notice and envelope it came in.
- Recent mortgage statements and online portal screenshots.
- HOA statements, tax statements, court papers, or attorney letters.
- Proof of payments and bank confirmations.
- Insurance declarations page.
- Repair records, warranties, surveys, and title documents.
- Call log with names, dates, times, and summaries.

When to Seek Additional Help

- You have a scheduled foreclosure sale date.



- You received court papers, legal notices, or trustee notices you do not understand.
- You are considering bankruptcy, deed transfer, short sale, or signing documents affecting ownership.
- There are probate, divorce, tax, estate, military, disability, or tenant issues involved.
- Someone is pressuring you to sign quickly or transfer title.



8. Private Consultation Request

Purpose

A private consultation is designed to help you understand where things stand, what options may be available, and what next steps make the most sense. It is confidential, practical, and focused on facts. No judgment. No pressure. Just a clearer path forward.

What We Review

- Your current situation and the reason you are exploring options.
- Any notices, sale dates, lender deadlines, HOA balances, or tax concerns.
- Estimated value, payoff, liens, and possible equity position.
- Whether keeping the home appears realistic based on your goals and payment picture.
- Whether selling may help protect equity and create a more controlled transition.
- A simple next-step plan based on timing and available information.

What to Bring or Provide

Done	Action Item	Notes
<input type="checkbox"/>	Most recent mortgage statement	Shows payment, balance, servicer, escrow, and loan information.
<input type="checkbox"/>	All notices received	Default, sale, HOA, tax, attorney, court, or loss-mitigation letters.
<input type="checkbox"/>	Payoff or reinstatement figures	If available from servicer, HOA, attorney, or taxing authority.
<input type="checkbox"/>	Property condition notes	Needed repairs, updates completed, known issues, and warranties.
<input type="checkbox"/>	Timeline concerns	Move-out needs, family considerations, deadline dates, or relocation plans.
<input type="checkbox"/>	Your top goal	Keep the home, protect equity, avoid foreclosure, sell quickly, downsize, relocate, or reduce debt.

Private Consultation Request Form

Field	Response
Name	



Property Address	
Phone	
Email	
Best Time to Contact	
Primary Concern	
Any Known Deadline or Sale Date	
Preferred Next Step	



9. Final Notes and Next Steps

Closing Thought

A hard housing situation does not mean you are out of options. It does mean timing matters. The earlier you gather facts, ask questions, and compare choices, the more control you may be able to keep.

Your Immediate Action List

Done	Action Item	Notes
<input type="checkbox"/>	Read every notice carefully	Mark the sender, date, deadline, and amount.
<input type="checkbox"/>	Call your servicer or relevant party	Ask clear questions and keep a call log.
<input type="checkbox"/>	Request payoff and reinstatement figures	Get written numbers with expiration dates.
<input type="checkbox"/>	Gather documents	Statements, notices, tax, HOA, insurance, repair records, and IDs.
<input type="checkbox"/>	Estimate equity position	Value minus payoff, liens, costs, and repairs.
<input type="checkbox"/>	Choose your next conversation	Servicer, attorney, housing counselor, tax advisor, or private consultation.
<input type="checkbox"/>	Do not ignore the deadline	Hope is not a strategy. It is barely a calendar entry.

Notes



Request a Private Homeowner Options Consultation

Private. Compassionate. Solutions that fit your life.

Contact

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Disclaimer: This guide is for general educational purposes only. It is not legal, tax, credit, mortgage servicing, or financial advice. Foreclosure and debt issues can involve strict deadlines and legal rights. Consult the appropriate licensed professional for guidance specific to your situation.