



DEPARTMENT OF THE AIR FORCE
56TH AEROSPACE MEDICINE SQUADRON

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Like so many other military members across the country, we were well under water due to the deteriorating housing market in Arizona. The purchase price was \$320,000 on July 2006 and with a \$70,000 down payment, the \$250,000 loan was at a fixed 6% interest rate. After receiving a short notice new assignment in June of 2009, we began to investigate options.

We decided renting the house was not an option due to the Phoenix rental market. Our payments were roughly \$1660 a month not including property management, and we could not get more than \$1050 a month in rent. The Housing Assistance Program (HAP) did not have firm guidance at the time of sale and postponed their readiness to help military homeowners in need a third time. We could foreclose but did not want to take that course and ruin our 700+ credit scores, so the short sale was our only option.

As soon as we were confirmed to move to the new overseas base within 17 days, we contacted Lori and G-II for help. We trusted them to handle all our home sale affairs. G-II even had to clean and maintain the pool. The home was put on the market for \$180,000 in early June and we moved onto the overseas base at the end of the month. Documents were constantly coming and going with signatures, sometime notarized and time consuming financial analysis documents, but Lori and G-II never missed a beat. During the time we waited for the mortgage company to respond to our short sale request, the value of the home dropped significantly. When the mortgage company finally agreed to the short sale, the buyer's mortgage company disagreed with the loan approval due to the decreased value of the home. So, Lori and G-II wrote a very compelling and convincing letter expressing the urgency of approving the new amount to prevent further losses. Lori and G-II's negotiating prowess resulted in the mortgage company paying for all closing and additional fees of which we had to pay nothing. Such professionalism in this field proved absolutely necessary for a "best case scenario" closing in this roller coaster of a transaction.

We are truly grateful for Lori and G-II for getting us through this financial and emotional experience. We know that this process is long and would have been even longer without the professional expertise of Lori and G-II. If you are in the same situation we were, trust Lori and G-II to take you through the long ride of a short-sale.

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