RESOURCE GUIDE FOR DISTRESSED PROPERTY OWNERS · 2026 EDITION

# Selling Short, Moving Forward

What Florida Panhandle homeowners need to know before, during, and after a short sale — covering the Forgotten Coast to the Emerald Coast: PSJ · MB · PC · PCB · 30A · Destin.

**NINE WAYS HOMEOWNERS CAN RESPOND TO MORTGAGE TROUBLE**

- Reinstatement
- Forbearance
- Refinance
- Loan modification
- Sell the property
- Rent the property
- Short sale
- Deed in lieu
- Bankruptcy


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GUIDE MAP

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Read start to finish, or jump straight to the section that matches where you are right now.



GENERAL EDUCATION ONLY

This guide helps sellers organize questions and understand common short-sale steps. It is not a contract, lender approval, legal opinion, tax analysis, credit advice, or a substitute for the forms required by a servicer, title company, attorney, brokerage, or government agency. Programs and laws change — verify current requirements before you rely on them.

START HERE

# The first goal is clarity — not panic

Job loss, divorce, a death in the family, disability, medical expenses, rising housing costs, or a military relocation can turn a manageable mortgage into a serious problem. A short sale may help in some cases, but it is not the first or only option.

**DO THESE THREE THINGS FIRST**

Open every letter from the mortgage servicer, call the servicer's loss-mitigation department, and speak with a HUD-approved housing counselor. Do not wait for another missed payment or a court notice.

## What to gather today

- Your latest mortgage statement and contact information for every loan or home-equity line.
- Any delinquency, demand, acceleration, lawsuit, or foreclosure-sale notice — with every deadline marked.
- A realistic monthly budget, recent income records, bank statements, and a short explanation of the hardship.
- Property-tax, insurance, HOA, or condominium balances, and notices of any other lien or judgment.
- A current market-value opinion from an experienced local real estate professional.

## What a hardship can look like

**Income changed**

Job loss, reduced hours or commissions, business failure, retirement, or interrupted income.

**Household changed**

Death of a wage earner, divorce, separation, disability, serious illness, or increased caregiving costs.

**Housing cost changed**

Payment adjustment, higher taxes or insurance, major uncovered property damage, HOA costs, or a burdensome inherited property.

**Location or service changed**

PCS orders, employment transfer, deployment-related pressure, or another relocation that makes the home unaffordable.

A homeowner does not have to be months behind before asking for help. Available options depend on the loan type, investor rules, hardship, equity, and whether the homeowner wants and can afford to stay. The most important step is action: respond promptly, provide complete information, and let the servicer and your professional team move toward an approved solution.

**FREE INDEPENDENT HELP**

HUD-approved foreclosure-prevention counseling is available at no charge. Visit hud.gov/counseling or call 800-569-4287.

**IF YOU RECEIVE A SUMMONS, COMPLAINT, SALE NOTICE, OR NOTICE OF LIS PENDENS**

Treat it as urgent. A lis pendens is public notice that a lawsuit may affect the property. Do not assume a loss-mitigation request or a listing stops court deadlines. Contact a qualified Florida attorney or legal-aid provider promptly and keep your real estate and title team informed.

THE BASICS

# What a short sale really means

A short sale happens when a property is sold for less than the total amount required to pay off its mortgage and other approved obligations.

| Estimated transaction | Amount |
|---|---|
| Expected sale price | $350,000 |
| Mortgage payoff | $365,000 |
| Other liens and closing expenses | $25,000 |
| **Estimated shortage** | **$40,000** |

A normal sale cannot close unless that $40,000 shortage is resolved somehow. In a short sale, the mortgage lender — and sometimes other lienholders — must agree in writing to accept less than the full amount owed.

## The real answer — good and bad

- **The good:** a short sale can provide an orderly way to sell when the property cannot cover its debts.
- **The difficult part:** accepting a buyer's offer does not mean the lender has accepted it.
- **The critical detail:** permission to sell is not automatically the same as forgiveness of the unpaid balance.

CFPB GUIDANCE

The Consumer Financial Protection Bureau recommends asking the lender to waive any deficiency and getting that waiver in writing. A *deficiency* is the portion of the debt left unpaid after the sale.

> *"Here's the real answer — good and bad." — the standard homeowners can expect from this process, start to finish.*

DECISION PATH

# When a short sale may fit the situation

A short sale may be worth discussing when several of these conditions exist:

- The expected sale proceeds will not cover the mortgage, liens, and approved selling expenses.
- The homeowner cannot reasonably contribute enough cash to cover the difference.
- A financial hardship has affected the homeowner's ability to maintain the loan.
- Keeping the property is no longer practical.
- A loan modification, repayment plan, or other retention option is unavailable or does not solve the underlying problem.
- There is enough time to market the property and submit an offer before a scheduled foreclosure sale.

Common hardships include loss of income, divorce, medical expenses, relocation, death of a household member, increased housing expenses, or damage the owner cannot afford to repair.

## Compare before listing

A short sale is not automatically the best option simply because a property is underwater. Before listing, compare it with:

- A traditional sale with the seller paying the shortage
- A loan modification
- A repayment or forbearance arrangement
- A deed in lieu of foreclosure
- Renting the property, when workable
- Bankruptcy or another legal remedy, discussed with an attorney

WHERE TO START

Homeowners experiencing payment problems should contact their mortgage servicer promptly to discuss available loss-mitigation options. A HUD-approved housing counselor can also help review the choices, at no charge.

KNOW THE DIFFERENCE

# Short sale and foreclosure are not the same

A short sale is a voluntary sale requiring cooperation among the seller, buyer, mortgage servicer, and other lienholders. Foreclosure is a legal process through which the lender seeks to take and sell the property.

| Short sale | Foreclosure |
| --- | --- |
| The owner lists and sells the property | The lender pursues a court-supervised sale in Florida |
| The owner participates in selecting an offer | The property is sold through the foreclosure process |
| Lender approval is required | The court process determines the outcome |
| May provide more control over timing and condition | The owner has far less control |
| *An unpaid deficiency may still need to be addressed in either path* | |

THIS IS CRITICAL

Starting a short sale does **not** necessarily stop an active foreclosure case or cancel an upcoming sale date. If a foreclosure has been filed, the homeowner should have a Florida attorney review the deadlines immediately. Do not ignore court papers because a short-sale application is pending.

## What the mortgage company reviews

The servicer is deciding whether the proposed sale is acceptable compared with its other available options, including: current market value, the proposed price, closing costs and commissions, taxes and association balances, repair needs, the seller's circumstances and hardship, whether the transaction is arm's-length, and the expected result of foreclosure by comparison.

# Support the price with evidence

The servicer may order an appraisal, broker price opinion, or inspection. If its value comes in above the contract price, it may reject the offer or require a higher price — so the listing strategy needs to be supported.

**BRING TO THE TABLE**

- Recent comparable sales
- Current competing listings
- Photographs of the condition
- Written repair estimates when appropriate
- Records of prior marketing activity
- A clear explanation of adjustments between the property and comparable sales

**SERVICER REVIEW MAY INCLUDE**

- Current market value and proposed purchase price
- Estimated closing costs and real estate commissions
- Taxes, association balances, and liens
- Repair needs and property condition
- The hardship that led to the request
- Requirements from the loan's owner, insurer, or guarantor

A low offer without support is less likely to survive lender review. An experienced local agent's job is to make the file is airtight before it ever reaches the servicer's desk.

## Before accepting an approval letter, confirm

- Does the letter clearly approve this buyer, price, net proceeds, costs, and closing deadline?
- Does it release the mortgage lien so the property can be conveyed?
- Does it waive, forgive, preserve, or reserve collection of any remaining deficiency?
- Are there cash contributions, promissory notes, relocation payments, or seller-proceeds restrictions?
- Have junior mortgages, HOA or condominium liens, tax liens, judgments, and other title issues been resolved?
- Has a Florida attorney reviewed legal language that affects the homeowner after closing?

**Never assume a phone conversation changed the debt.** The final written approvals and closing documents control the transaction.

YOUR PACKAGE

# The seller's short-sale package

Exact requirements vary by servicer, but sellers are commonly asked for the items below. Submit complete, current documents — missing pages, outdated statements, and unsigned forms can send the file back to the beginning of a review queue.

FINANCIAL + HARDSHIP

- A signed hardship letter with the cause, timing, and expected duration
- Recent pay stubs or other proof of income
- Recent bank statements and tax returns when requested
- A current income-and-expense worksheet
- Authorization allowing the agent or attorney to communicate with the servicer

PROPERTY + TRANSACTION

- Listing agreement, purchase contract, and buyer proof of funds or financing
- Estimated settlement statement showing every expected cost
- Mortgage, HELOC, tax, HOA, utility, and other lien information
- Comparable sales, repair estimates, inspections, and condition photos
- An affidavit confirming buyer and seller are unrelated

THE TEAM MAKES THE DIFFERENCE

Work with a real estate professional who understands short sales and can align you with the right title agent, attorney, housing counselor, and tax professional. An experienced title agent can identify liens, judgments, payoff issues, and closing requirements early — before they become last-minute problems.

## A good working rule

Keep every document in one organized folder, and retain copies of every approval, email, settlement statement, and lender letter you send or receive.

THE PROCESS

# Nine steps from hardship to closing

1. **Establish the numbers.** Obtain current payoff information and identify every mortgage, association balance, judgment, tax lien, and other claim connected to the property.
2. **Review the alternatives.** Talk with the servicer, a HUD-approved housing counselor, and an experienced real estate professional. Consult a Florida attorney and tax professional before making a final decision.
3. **Prepare and price the property.** Price according to the current market — not the mortgage balance. Condition, repairs, insurance, rental history, and HOA requirements all affect value here.
4. **Market the property.** The listing should explain the sale is subject to third-party approval, and that response time may run longer than a traditional sale.
5. **Accept a buyer's offer.** The seller can sign a contract, but the transaction remains subject to lender and lienholder approval.
6. **Submit the complete package.** The contract, financial documents, hardship information, and proposed settlement figures go to the servicer.
7. **Respond to reviews and counteroffers.** The lender may request updated documents, order another valuation, or counter the price.
8. **Review the approval letter.** Confirm price, deadline, permitted expenses, any required contribution, and whether the remaining debt is waived.
9. **Close within the approval window.** Approvals commonly expire. Title, financing, inspection, or insurance delays can require an extension or another review.

TIMELINE REALITY CHECK

There is no universal timeline. HUD training materials note that some short sales may take up to approximately 120 days, but an actual transaction can be shorter — or substantially longer — depending on the loan and title issues involved.

LOCAL KNOWLEDGE

# Florida Panhandle issues that can complicate a sale

Properties from the Forgotten Coast through Destin can carry additional layers beyond the primary mortgage. These should be identified before an offer is submitted — a lender's approval does not automatically remove every other lien or solve every title problem.

- Condominium or homeowners' association balances and special assessments
- Second mortgages or home-equity lines
- Federal or state tax liens, and judgments
- Code-enforcement liens
- Property damage or open insurance claims, and storm-related repairs or permitting
- Tenant or vacation-rental reservations
- Furnishings included with an investment property
- Ownership through an LLC, trust, estate, or multiple family members

**CONDOS AND INVESTMENT PROPERTIES**

Obtain current information on assessments, association balances, rental commitments, and management agreements early. Surprises discovered shortly before closing can cause an approval to expire before the deal can close.

## Why local matters

Panama City, Panama City Beach, 30A, Destin, and the Forgotten Coast each carry their own mix of HOA structures, rental-management relationships, insurance realities, and buyer pools. A short sale that is properly priced and packaged for one of these markets can look very different from one priced the same way somewhere else in Florida.

TAX + JUDGMENT CHECKPOINT

# The three questions that must be answered

Before closing, the seller needs clear answers to three separate questions. A lien release is not the same as debt forgiveness, and debt forgiveness is not automatically tax-free.

**1 • IS THE MORTGAGE LIEN BEING RELEASED?**

The lender must authorize the release of its lien so the buyer can receive marketable title.

**2 • IS THE UNPAID BALANCE BEING WAIVED?**

A lien release allows the property to be sold. It does not necessarily release the borrower from personal responsibility for the remaining debt. Any deficiency waiver should be explicit and in writing — never assume a verbal statement settles it.

**3 • COULD THE FORGIVEN DEBT CREATE A TAX ISSUE? — 2026 CAUTION**

Canceled debt may be treated as taxable income unless an exception or exclusion applies. **IRS Publication 4681 confirms that the federal exclusion for qualified principal-residence debt does not apply to discharges completed — or agreements entered into — after December 31, 2025.** That means most short sales closing in 2026 will not qualify for this exclusion under current law. Other exclusions, including insolvency or bankruptcy, may still apply depending on the circumstances — but this is especially important to confirm in 2026. Have a qualified tax professional review the expected treatment before closing, not after a Form 1099-C arrives.

## If there is already a judgment or judgment lien

- Tell the listing agent, title company, and attorney immediately. A title search should identify recorded liens and other claims that may prevent clear title.
- The creditor may need to agree to a payoff, settlement, release, or other written resolution before closing.
- A mortgage lender's short-sale approval does not automatically release a separate judgment creditor.
- A later cancellation or settlement of judgment debt may also create a Form 1099-C question — have the tax professional review it.

AVOID THESE

# Mistakes that can derail a short sale

| MISTAKE | WHY IT MATTERS |
|---|---|
| Waiting too long | Foreclosure deadlines continue unless formally changed — a short-sale application does not pause the clock by itself. |
| Submitting an incomplete package | Missing documents send the file back to the start of the review queue and cost weeks. |
| Hiding other liens | Every claim against the property eventually appears in title work — better to surface it early. |
| Overpricing the property | The market — not the amount owed — determines the supportable value the servicer will accept. |
| Assuming approval means debt forgiveness | The approval letter must explicitly address the unpaid balance, or it may still be collectible. |
| Making side agreements | Undisclosed payments or benefits between buyer and seller can violate lender requirements. |
| Letting documents expire | Servicers may repeatedly request updated statements and pay records throughout the review. |
| Ignoring tax consequences | Canceled debt can create a separate financial obligation, especially under 2026 tax rules. |
| Promising the buyer a firm closing date too early | Approval timing remains outside the seller's control until it's in writing. |
| Hiring an inexperienced team | Short sales require careful communication among the seller, agent, buyer, servicer, title company, attorney, and tax professional. |

# Looking to purchase again after a successful short sale

A common question: if the mortgage was kept current and the short sale closes in good standing with the lender, how soon can that homeowner qualify to buy again? The answer depends on the loan program — and whether "extenuating circumstances" can be documented.

| LOAN PROGRAM | WAIT AFTER A SHORT SALE | WITH EXTENUATING CIRCUMSTANCES | WAIT AFTER FORECLOSURE |
|---|---|---|---|
| Conventional — Fannie Mae | 4 years | 2 years | 7 years (3 with limits*) |
| Conventional — Freddie Mac | Case-by-case, similar range | Case-by-case | Case-by-case, similar range |
| FHA | 3 years — or none if on time† | Possible case-by-case waiver | 3 years |
| VA | No fixed waiting period‡ | — | 2 years (1 with circumstances) |
| USDA | 3 years | Case-by-case credit exception | 3 years |

*Fannie Mae's 3-year foreclosure exception limits loan-to-value and excludes second homes, investment property, and cash-out until the full 7 years pass. †FHA's no-wait path requires every mortgage and installment payment made on time in the 12 months before the short sale. ‡VA sets no fixed number, but underwriters still review any late payments leading up to the sale. Every program also requires re-established, traditional credit and its normal minimum credit score.

**WHAT "GOOD GRACES WITH THE LENDER" BUYS YOU**

Staying current on the mortgage and other debts right up until the short sale is what unlocks the shortest timelines — including FHA's no-waiting-period path. A documented "extenuating circumstance" (an event beyond the homeowner's control, like a job loss or serious illness, followed by re-established good credit) can shorten most other programs' waits too. Divorce alone typically does not qualify.

## Short sale or foreclosure — which shows up on a credit file, and how?

Both do, but differently. There is no dedicated "short sale" code — it's typically reported as the account *settled* or *paid for less than the full balance*. A foreclosure is reported explicitly. Both fall under the standard seven-year credit-reporting rule, measured from the date of the first missed payment that led to the event — not the closing or sale date. General industry research suggests a short sale with no late mortgage payments leading into it tends to do somewhat less cumulative damage than a foreclosure, largely because most foreclosures are preceded by months of already-reported late payments. Neither guarantees a specific score outcome — a mortgage professional or myFICO.com can provide personalized numbers.

# Vocabulary: words you'll hear during a short sale

Short-sale conversations are full of insider terms. Here they are in plain English, so nothing said by a servicer, title company, or attorney catches you off guard.

**WHAT IS A FORM 1099-C?**

Form 1099-C, *Cancellation of Debt*, is an IRS tax form a lender must file — and send to the borrower — whenever it forgives $600 or more of debt, including the unpaid balance left over after a short sale. In most cases the borrower must report it as income, unless a specific exception applies (such as insolvency or bankruptcy). Always have a tax professional review a 1099-C before filing.

### Short sale
Selling a home for less than what's owed on it, with the lender's written agreement to accept less than the full payoff.

### Foreclosure
The legal process a lender uses to take back a property when payments stop, typically ending in a court-supervised sale.

### Deficiency
The unpaid portion of the mortgage debt left over when a short sale or foreclosure doesn't cover the full balance owed.

### Deficiency waiver
The lender's written agreement not to pursue the seller for the deficiency after a short sale. Always get this in writing.

### Deficiency judgment
A court order allowing a lender to legally pursue a borrower for the deficiency after a foreclosure.

### Servicer
The company that collects payments and manages the loan day to day. Short-sale requests are submitted to the servicer's loss-mitigation department.

### Lienholder
Any person or company with a legal claim against the property — a mortgage lender, HOA, or judgment holder. Most must agree before a short sale can close.

### Loss mitigation
The department at a servicer that reviews a struggling borrower's options, such as a repayment plan, modification, or short sale.

### Hardship letter
A signed letter explaining what changed financially and why the mortgage can no longer be paid as agreed.

### Forbearance
A temporary pause or reduction in mortgage payments, agreed to by the servicer.

### Loan modification
A permanent change to a loan's rate, length, or balance to make payments more affordable.

### Reinstatement
Paying all past-due amounts at once to bring a delinquent loan current.

### Deed in lieu of foreclosure
Voluntarily signing the property over to the lender instead of going through foreclosure.

### Arm's-length transaction
A sale between a buyer and seller with no personal or business relationship, made at fair market value — usually required for a short sale.

### BPO (Broker Price Opinion)
An estimate of a property's market value, prepared by a real estate professional at the servicer's request.

### Title search
A review of public records to find every claim, lien, or judgment attached to a property before it can be sold.

### Clear / marketable title
Ownership free of liens or legal claims that would prevent a property from being sold.

### Notice of lis pendens
A public notice filed with the court that a lawsuit — often a foreclosure — may affect a specific property.

### Judgment lien
A court ruling that one party owes money to another, recorded so it attaches to real estate the debtor owns.

### Short-sale approval letter
The lender's written approval spelling out the price, terms, deadline, and — if given — any waiver of the deficiency.

### Insolvency
For tax purposes, owing more in total debts than the value of everything owned — one possible exception to owing tax on canceled debt.

### HOA / condominium association
The organization that manages a community and can place a lien for unpaid dues, separate from the mortgage.

PREPARE FOR THE FIRST CONVERSATION

# Seller situation worksheet

Use these prompts to organize the facts before speaking with the servicer, real estate professional, title agent, attorney, housing counselor, or tax professional. Do not send sensitive information until the recipient and a secure delivery method are verified.

| | |
|---|---|
| **Property status** | Is the home listed? Occupied? Maintained? What repairs or damage affect value? |
| **Ownership** | Who is on title? Who signed each mortgage, HELOC, or other secured loan? |
| **Loans** | Loan type, servicer, account ending, approximate balance, monthly payment, and delinquency status. |
| **Other claims** | Property taxes, HOA or condominium balances, judgments, code liens, utilities, or other recorded claims. |
| **Hardship** | What changed, when did it change, is it temporary or permanent, and what records verify it? |
| **Household finances** | Current monthly income, essential expenses, available cash, and other assets or debts. |
| **Timing** | Required move date, PCS or transfer date, court deadline, foreclosure-sale date, or other urgent event. |
| **Professional issues** | Security clearance, divorce, probate, bankruptcy, tax, disability, or other legal questions requiring specialized advice. |

## Questions to answer before listing

- Does a current market analysis indicate enough equity for a traditional sale, or is lender approval likely to be needed?
- Will every person on title and every borrower cooperate with documents, signatures, showings, and deadlines?
- Is there an active lawsuit, lis pendens, bankruptcy, divorce, probate matter, or security-clearance reporting obligation?
- Who will provide legal, tax, title, housing-counseling, and financial guidance outside the REALTOR® 's role?

> Write down every contact, confirmation number, document request, deadline, and promised follow-up. Keep copies of everything submitted.

TELL THE STORY WITH FACTS

# Hardship-letter planner

A hardship letter explains the change that made the mortgage unaffordable and the solution being requested. Requirements vary by servicer — keep the letter accurate, concise, dated, and supported by documents.

## Include these seven parts

1. **Loan and property identification:** borrower names, property address, loan number ending, and the loss-mitigation department.
2. **Before the hardship:** when the home was purchased and how the payment was previously supported.
3. **What changed:** the event, exact timing, and whether the change is temporary or permanent.
4. **Financial effect:** how income decreased or necessary expenses increased, stated without exaggeration.
5. **Steps already taken:** servicer calls, applications, budgeting, attempted retention options, or sale efforts.
6. **Requested outcome:** evaluation for all available options and, if appropriate, approval of a short sale based on a qualified offer.
7. **Closing:** willingness to provide additional documents, current contact information, date, and signatures of all required borrowers.

PLANNING TEMPLATE

To the Loss Mitigation Department:

I am requesting a review of the options available for [property address / loan ending]. When I obtained the loan, [brief financial circumstances]. On [date], [specific hardship] changed my ability to make the payment because [measurable effect on income or necessary expenses]. I have taken these steps: [actions]. The situation is [temporary/permanent], and I am requesting [review for available assistance / short-sale evaluation]. Supporting documents are attached. Please let me know promptly if anything else is required.

[Borrower name, contact information, date, and signature]

## Supporting records may include

- Termination or reduced-income notice
- Medical or disability documentation
- Bank statements and income records
- PCS or employment-transfer orders
- Divorce, separation, or probate records
- Insurance, tax, HOA, or repair evidence

MILITARY + HOMEOWNER PROTECTIONS

# PCS orders, VA loans, deadlines, and scam warnings

Military relocation can create a real housing hardship when rent will not cover the mortgage or the property must be sold before equity has recovered. Start with the loan servicer and confirm whether the loan is VA-guaranteed.

## For servicemembers and veterans

- Ask the servicer to review every home-retention and foreclosure-avoidance option before assuming a sale is required.
- For a VA-guaranteed loan, ask specifically whether a compromise sale is available and what approval package is required.
- Share PCS orders and timing early. Ask whether foreclosure activity will pause during a complete review, and get the answer in writing.
- Consult the installation Legal Assistance Office about Servicemembers Civil Relief Act protections and state-law issues.

## Do you hold a security clearance or sensitive position?

Financial problems can create self-reporting obligations for some cleared or sensitive positions. Reporting a problem is not automatically disqualifying — DCSA notes that recognizing the issue and taking responsible steps to resolve it may be viewed positively. Do not wait for a foreclosure or background review to ask what your rules require.

- Military members: contact the command or duty-station Security Officer, and use the installation Legal Assistance/JAG office for legal guidance.
- Federal civilians, law-enforcement personnel, and other sensitive-position holders: contact the agency Security Officer or HR office through the required confidential channel.
- DoD contractors: contact the company's Facility Security Officer (FSO), or the appropriate HR representative.

## Watch for foreclosure-relief scams

- Upfront fees for mortgage-relief or foreclosure-prevention help
- A guarantee that a company can stop foreclosure or force a loan modification
- Instructions to stop speaking with the servicer, send payments elsewhere, or sign over title
- Government-looking names, seals, or claims that cannot be verified independently

> Use trusted help only: your mortgage servicer, a HUD-approved housing counselor, a qualified Florida attorney, a tax professional, and an experienced real estate professional. No one can promise lender approval or a particular credit result.

YOUR NEXT STEP

# You do not have to sort through this alone

I help Florida Panhandle homeowners assess distressed-property situations with facts, discretion, and a clear process — including value, likely liens, selling costs, and whether a traditional sale or short sale may be realistic.

## Why work with Kinsey Haddock, P.A., Broker Associate – REALTOR®

- 15 years in real estate from the Forgotten Coast through Panama City, Panama City Beach, 30A, Destin, and nearby Panhandle communities.
- Short Sales and Foreclosure Resource (SFR®) certification through the National Association of REALTORS® — backed by hands-on experience, having successfully worked many short sales through to closing.
- Straight-shooting guidance — the facts, good and bad — and we move at your pace.
- Coordination with the homeowner's servicer, an experienced title agent, attorney, housing counselor, tax professional, buyer's side, and any other professional the seller considers necessary.
- Help choosing and aligning the right professionals so liens, lender conditions, legal questions, and closing requirements are addressed in the right order.

**Book a free 30-minute call**

A private first conversation to understand the property, the mortgage, the timeline, and what needs attention next.

**calendly.com/kinseyhaddock-flpanhandlerealtor/30min**

## Trusted resources

- HUD foreclosure help and housing counselors — hud.gov/topics/avoiding_foreclosure
- CFPB mortgage options and scam warnings — consumerfinance.gov/ask-cfpb/what-is-a-short-sale-en-290
- IRS Publication 4681 — canceled debts, foreclosures, and short sales — irs.gov/publications/p4681
- NAR Short Sales and Foreclosure Resource (SFR®)
- VA home loans and compromise-sale guidance
- DCSA self-reporting guidance for security-clearance holders

**EDUCATIONAL DISCLAIMER**

This guide is general educational information and is not legal, tax, credit, lending, foreclosure-defense, or bankruptcy advice. I am not an attorney, and this is not legal or tax advice. Programs and laws change, and every loan and hardship is different. Consult every appropriately licensed professional you consider necessary. The servicer and other required creditors control approval, conditions, and timing. Kinsey Haddock, P.A. and Coldwell Banker Realty do not guarantee approval, debt forgiveness, tax treatment, credit outcomes, or postponement of foreclosure activity.