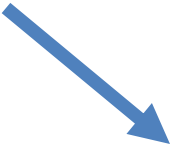
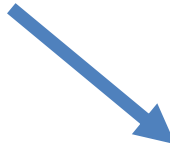


# How Wall Street "Write Downs" Increase Your Negotiating Power

**Home Owner**



**Mortgage Servicer Where You Send Your Mortgage Payments**



**Wall Street Valuation of \$100,000 Mortgage:**

**Old Valuation of Your Mortgage:**

- \$100,000 = Original Value
- 7% = Original Interest Rate
- \$7,000 Income to the Wall Street Investor = 7% Rate of Return on their \$100,000 asset

**New Valuation of Your Mortgage Based on Wall Street Write-Down:**

- \$39,000 = New Value (Lehman Brothers at 39 cents on the dollar)
- 4% = New Interest Rate That You Renegotiate on Your \$100,000 Mortgage
- \$4,000 Income to the Wall Street Investor = over 10% Rate of Return on their \$39,000 asset!

**Wall Street Investors Who May Own Your Mortgage**  
**(Lehman, Merrill, etc.)**

