

CHANGE THE COURSE!

*And Navigate Away from an
unmanageable Mortgage*



CERTIFIED DISTRESSED
PROPERTY EXPERT™

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**Millions of homeowners in the United States—
6.3 million in fact—are more than 30 days late on
their mortgage payments and are in some stage of
foreclosure.**

If you are among them, you are in good company.

This is not the first time that our country has experienced a financial downturn, but it is the first time most of us can remember that we've experienced a sustained downturn in real estate values.

Nearly one fourth of all U.S. homeowners are “underwater” on their mortgage—meaning they owe more on their home than they could net from selling it in today's market. What this means for the financially strapped homeowner: selling their home is no longer the obvious, short-term solution to raise cash and cut expenses.

Talk about a dilemma: Can't afford to stay in your home and can't afford to sell it.

Far too often, homeowners in this situation become frozen in action, and that's understandable. On the surface, it can appear that the only option is to let their home slip into foreclosure.

It's happened so many times over the past few years that banks now have more foreclosed properties on their books than they can expect to sell in an entire year.

Banks aren't in the real estate business. They don't want to own homes and if there's one word that describes how banks feel about foreclosures right now it's:

ENOUGH!

As a result, banks are now offering significant financial incentives to pursue short sales and they've tightened their processes to ensure efficient turnaround of short sale applications. Loan modification options have also been expanded, and are among a host of alternatives to avoid foreclosure.

The federal government, along with many state and local agencies, have stepped up their foreclosure prevention initiatives as well, because the bottom line: foreclosures are a disaster for all concerned.

What to do NOW

Begin by aligning yourself with a trusted professional who has the knowledge and integrity to determine the best solution for you and is committed to seeing you through every step of the way. As anyone with an unaffordable, underwater mortgage knows, the situation is complicated and the stakes are high.

Real estate agents who have achieved the Certified Distressed Property Expert (CDPE) designation have proactively sought the best expertise and insights within the distressed properties arena.

They are required to complete an intensive training curriculum, and remain on top of constantly evolving developments. CDPE agents close four times as many transactions every year as the average agent, and as such, can be counted on to negotiate the best foreclosure-avoidance options for their clients with unsurpassed expertise, efficiency and ethics.

Foreclosure: Not an Option

By definition, foreclosure is a legal process that results in the termination of all rights to the property held by the homeowner covered in a mortgage. The process, in which the lender claims ownership of the property, begins when the homeowner fails to make mortgage payments when they are due—this is called delinquency. Typically, a formal demand for payment is issued from the lender through a Notice of Default. Although this varies by state, the lender will often issue this notice when the homeowner has been three months delinquent on the mortgage payments.

Here are some of the main reasons why you don't want to let your home go into foreclosure:

- Foreclosure becomes part of the public record, and can remain on a person's credit history for seven to 10 years.
- Foreclosure can challenge future employment prospects.
- Foreclosure can leave you at risk for future deficiency judgments, which is the lender's ability to pursue any debts you owe them for an indefinite period of time
- Foreclosure can even become an issue against security clearance.

Short Sales: Streamlined and Incentivized

In a short sale, a seller who owes more on their home than its current market value, works with a real estate agent who finds a buyer and then negotiates with the lender to accept a loan payoff that is less than the amount owed.

In recent months, lenders have launched new programs and offered significant cash incentives to encourage financially strapped homeowners to work with real estate agents to pursue short sales and stave off foreclosures. In many cases, lenders are seeking out local Certified Distressed Property Experts (CDPEs) such as my myself—another clear indicator that CDPE agents are tapped in to the most up-to-date programs and have the know-how to negotiate the best solution on behalf of homeowners who are facing foreclosure.

A short sales is one of many options, and I am committed to rolling up my sleeves and working closely with financially stressed homeowners to find the solution that best meets their needs. Now is not the time to go it alone or to allow present circumstances to undermine future prospects. Contact me today!

As a CDPE-designated agent, it is my mission and my passion to steer financially stressed homeowners away from foreclosure and toward financial solvency.

I am tapped into a network of individuals who demonstrate the highest standards of professionalism and ethics and are committed to helping to steer financially strapped homeowners on a positive new course. At the same time, I recognize the red flags and can help steer you away from scam artists whose “solutions” will ultimately make a bad situation much worse.

Never has it been more important to have a trusted professional by your side.

If you or anyone you care about is fighting the rough waters of a mortgage that’s threatening to drag them under, contact me today.

Recognize the Red Flags!

The foreclosure crisis has given rise to a new breed of scam artist promising relief from foreclosure with any number of too-good-to-be true promises. Much of what scammers asking unknowing victims to pay for, HUD-approved counseling agencies provide for free. Go to: <http://www.hud.gov/offices/hsg/sfh/hcc/hcs.cfm> to learn more.

Here are some guidelines to avoid falling prey to scams that can send your level of financial distress to an entirely level.

When you receive an offer to help modify your mortgage, understand that there are never any guarantees and don’t ever:

- Pay a fee
- Sign a contract
- Sign over title to your property
- Redirect mortgage payments
- Stop making loan payments

And beware of anyone who says that you don’t need a real estate professional or title company when selling your home. To report a suspected scam, call 1-888-995-HOPE (4673) and for more information visit www.loanscamalert.org or www.preventloanscams.org.

Place Your Confidence in CDPE



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With the right assistance, the stress of facing foreclosure becomes manageable. CDPE-designated agents have received the knowledge and training necessary to assess all possible foreclosure alternatives and pursue homeowners’ best options. A CDPE-designated agent attends several days of intensive, thorough training on foreclosure avoidance and how to negotiate short sales efficiently and ethically. The highly regarded CDPE logo means you are working with the most informed, up-to-date resource available.