



The ESCROW EXAMINER

March 2010



TOP QUESTIONS REGARDING FORECLOSURES

If the property is in pre-foreclosure, how do I buy before foreclosure?

When a property is in pre-foreclosure (NOD), the owner still has a chance to stop the foreclosure process by paying off what is owed or by selling the property. The pre-foreclosure period can last several months, so you may need to be patient when trying to contact the owner in default.



How can I buy an auction property?

After a property owner misses several mortgage payments, the owner has a pre-foreclosure grace period of a few weeks to a few months -- depending on the state -- to bring the payments up to date and stop any foreclosure proceedings. If the owner does not bring the delinquent payments up to date during the pre-foreclosure period, the property will be sold at a public auction.



Tips for Contacting the Owner in Default:

Be quick: You shouldn't wait too long to start contacting the home owner. Once you have prepared your resources, you will want to make contact for any property that you are interested in.

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ALTOS WEBINARS March 2010:

Altos 101: UNDERSTANDING THE ALTOS RESEARCH MARKET REPORTS

Mon., March 15, 2010, 9:00 am - 10:00 am. [Click Here to Register](#)

Learn the basics of the weekly Altos Research market reports. We will walk through the most common questions and answer your specific questions. During this session, we'll review both the "Executive Summary" and more detailed "Market Update" reports available to you from Pickford Escrow & The Escrow Firm.

Altos 201 – DEVELOPING WEB TRAFFIC WITHOUT GOOGLE

Wed., March 24, 2010, 9:00 am - 10:00 am. [Click Here to Register](#)

Home buyers and sellers have three basic questions:

1. What's for sale?
2. What's my house worth?
3. How's the market?

This webinar will show how to provide compelling content and answers on your blog, website, drip marketing, and social media (such as Facebook, Twitter & Posterous) that will drive traffic and activity on your website.

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Be nimble: To contact the home owner you basically have three options: send a note or letter, make a phone call or knock on the door. You'll probably find you use some combination of these depending on the situation.

Contacting owners who are in default can be the most intimidating step in buying a pre-foreclosure. (If the property is an REO, then you will just be contacting the foreclosing lender directly for REO properties.) That's another reason inexperienced house foreclosure buyers should use an agent who has some expertise in a house foreclosure for sale and REO properties for sale.

If you do contact the owners yourself, just remember they have no obligation to work with you as a buyer. You need

to let them know you want to give them an option that will be beneficial to them as well as to you as a buyer. You want to help the home owner walk away from the situation without the house foreclosure on their credit history, free of mortgage debt and hopefully with some additional cash in pocket to relocate and make a fresh start.

Be professional: Once you've made initial contact with the owner, try to set up a meeting with him or her at the house foreclosure for sale to discuss the situation and the options. Ideally, this can be a time where the home owner can get all the cards out on the table and you can evaluate the condition of the house foreclosure for sale property so you can make a better decision.

If the foreclosed home for sale owner doesn't express any interest in talking to you, leave your name and contact information and let them know you're still interested if they change their mind. You may want to follow up with a letter or phone call later depending on how interested you are in the property and the extremity of the owner's response.

Tip: Expect to face some rejection from the foreclosed home for sale owners and try to be sensitive to the fact that they're going through hard times. It's your job to overcome their expectation that you may just be there to take advantage of them. In any case, be prepared to be respectful and move on if they are just not interested at this time.

Source: RealtyTrac

The questions to the right should be asked each time communication is exchanged between the negotiator and the person handling the short sale.

Don't forget to ask your Pickford/The Escrow Firm escrow officer for an Estimated short sale HUD:

1. Helps to save your commission.
2. Required for your short sale package.
3. Know which ones you want to list and those you don't.

Questions to ask When Dealing With a Shortsale Negotiator

1. Is my authorization received and imaged into your system? (What date was it imaged?)
2. Has the short sale file been imaged into your system?
 - a. What is the date it was imaged?
 - b. Are we missing any documents?
3. Has the file been assigned to a negotiator yet?
 - a. Is that a negotiator or a setup person?
 - b. Can I get the name, extension, direct phone, direct fax and email address?
4. What is the last notation the negotiator made in the system?
 - a. What is the date?
5. If documents have been faxed verify they are received and imaged.
 - a. If not have them notate the system that they were faxed in.
6. Has the BPO been ordered yet?
 - a. Can you put down my contact information to get access for the appraiser or BPO person?
7. BPO in:
 - a. What date was it received?
 - b. Is my offer in line with the BPO Value?
8. Is there an Auction/Sale date as of today?