

Helping
People
Live in
San
Diego



Community
HousingWorks

Community Housing-Works is a San Diego non-profit that helps people and neighborhoods move up in the world by providing a full range of housing options combined with training and support.

HomeBuyer Education

This 8-hour, HUD-certified class for first-time homebuyers will give the graduate access to reduced rates with some lenders, down payment and closing cost loan assistance from Community HousingWorks and/or from other agencies. Also, unlimited pre & post purchase counseling at Community HousingWorks office.

2008

- Topics:
1. Budget & Credit
 2. Financing and Lending
 3. Real Estate Process
 4. HomeOwners Insurance

Dates: April 5th —English
 April 12th —English
 April 26th —Spanish

Location: The Meeting Room *
 4305 University Avenue
 San Diego, Ca 92105

May 3rd —English
 May 17th —English
 May 31st —Spanish

Time: 9AM-5PM

June 7th —English
 June 14th —English
 June 28th —Spanish

Fee: \$40.00



San Diego Office
and
Homeownership
Center

4305 University
Avenue
Ste 550

San Diego, CA 92105

(booklet, continental breakfast and lunch provided)

Seating is limited, Please call: (619) 282-6647 x301

Please call to reserve your spot. You must complete all eight hours in order to receive a certificate of completion and a pre-qualification appointment for our programs.

CALL

619-282-6647 x301

Fax: 619-640-7119

Web: www.chworks.org

E-mail: info@chworks.org

**The Meeting Room is located at the lowest level of the parking structure. The parking structure must be entered on 43rd Street and it is FREE parking.*

If you are a Section 8 Recipient, or City Heights resident the class fee is waived. You must bring proof (copy of Section 8 award letter), proof of residency. Ask when you sign up!

Short Sale and Foreclosure Guidelines

*All parties involved in a Foreclosure or Short Sale transaction should seek counsel of a Tax Attorney and/or Real Estate Attorney in regards to their contemplated purchase.

California Non-Judicial Foreclosure:

- A) Notice of Default is recorded
 - Contact is still the owner of the property.
 - Still time to list the property and close escrow in many cases.
- B) 3 months after the NOD – Sale date may be posted
 - Sale date is set, time is running out.
 - If escrow cannot close before sale date then the lender or lender's trustee should be contacted and a postponement of sale should be requested.
 - A postponement could be granted, although a copy of the purchase contract and/or escrow instructions may need to be provided to the trustee.
- C) 21 Days after sale posting the sale may be held
 - The loan may be reinstated up to 5 days before the trustee sale date (there can be exceptions).
 - If the property is not sold at auction, the bank or beneficiary foreclosing now owns the property.



Chicago Title

Points to Consider:

- 1. Seller usually can receive NO MONEY!
- 2. Understand Potential Tax Hazard – Seller could be taxed (1099) on the loan that is being forgiven by the Bank (may possibly be negotiated.)
- 3. Protect Credit Rating After Short sale is Finalized – Make sure it shows "Paid as Agreed" or "Satisfied". This usually can be negotiated.
- 4. Make sure the agreement above is written on the Contract.

Suggested Contents for a Short Sale Package:

- 1. Authorization Letter - Gives permission to talk to lender
- 2. Hardship Letter – Tells real story of why the property needs to be sold
- 3. Supporting Documents: ex. Divorce Papers, Tax Returns, etc.
- 4. Listing Agreement (Very Important)
 - a. Be sure I's are dotted and T's are crossed
 - b. Make sure dates are correct and complete all initials and signatures
- 5. BPO (Broker Price Opinion) – similar to a CMA (Comparative Market Analysis)
 - a. Market Trend Analysis, Time on Market, Months Inventory & Rising Falling Trend.
- 6. Copy of Purchase Agreement and Addendums
- 7. Repair Estimates if any
- 8. Copy of Estimated Net Sheet (HUD #1)
 - a. With Lender, Escrow, Broker Commission/Fees, etc.
- 9. Seller's Current Financial Profile - obtain these as soon as possible (Freddie Mac form #1126 'Borrower's Financial Information' is useful)
 - a. Pay Check Stubs
 - b. Recent Bank Statements
 - c. Disability Benefits
 - d. Unemployment Benefits
- 10. Explanation of your Request for a Short Sale.

*All parties involved in a Foreclosure or Short Sale transaction should seek counsel of a Tax Attorney and/or Real Estate Attorney in regards to their contemplated purchase.



Chicago Title