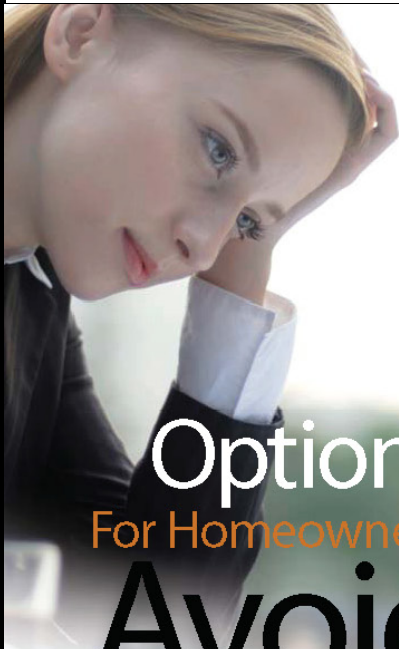




**ILONA POKA**  
**Your Favorite Realtor**  
 Cell: 480.650.9964 • Fax: 888.726.3914  
 ilona@LivingAZ.com • www.LivingAZ.com



# Options For Homeowners to Avoid Foreclosure...

The current U.S. housing market and financial crisis have caused tremendous stress and heartache for families across America. During times like these, there are always a certain percentage of homes or homeowners who are distressed. According to the Mortgage Bankers Association®, as many as 1 out of 10 homes are either delinquent or in foreclosure, and unfortunately, 7 out of 10 homeowners in foreclosure proceed without the assistance or advice of real estate professionals or mortgage representatives. If you or someone you know is among the millions of people affected by the prospect of foreclosure, understand that you have options.

Be sure to talk to a professional to find the best option for your specific situation.

- **Reinstatement**  
 To reinstate a mortgage, the homeowner has to pay all the missed payments, late fees and legal fees that are due up to the date that the loan is reinstated.
- **Forbearance or Repayment Plan**  
 The lender allows the buyer to pay the missed amount over a period of time or the lender places the missed payments on the end of the amortization of the loan.
- **Rent the Property**  
 In some cases, homeowners facing foreclosure will have payments low enough to allow them to rent their property and keep up their mortgage payments.
- **Sell the Property**  
 If sellers have equity in their property, they can sell it and prevent a foreclosure.
- **Refinance**  
 If homeowners have sufficient equity and income and their credit has not been too badly damaged, they may be able to refinance.
- **Mortgage Modification**  
 A loan modification is very similar to a lower interest refinance where the lender lowers the interest rate on the existing loan to lower the payments.
- **Short-refi**  
 This process involves the refinance of a home with a reduction in the principal balance and often the interest rate as well.
- **Deed-in-lieu of Foreclosure**  
 A deed-in-lieu of foreclosure is sometimes referred to as a friendly foreclosure because the homeowner essentially gives the deed back to the bank.
- **Bankruptcy**  
 A bankruptcy may stop a foreclosure and allow homeowners to reorganize their debt and keep their property.
- **Servicemembers Civil Relief Act (SCRA)**  
 This law provides certain protection to military personnel who are in foreclosure in specific situations.
- **Short Sale**  
 When homeowners owe more on a property than it is currently worth and one of the previous solutions does not apply to their situation, there is the option of pursuing a short sale (see reverse side for more information).

1 out of 10 homes  
 are either  
 delinquent  
 or in foreclosure.



## The Basic Foreclosure Process...

1. **Default**—homeowners must miss a payment or default on payment for the property to enter the foreclosure process.
2. **Legal Notice**—the lender of the foreclosing property must notify homeowners that they are entering into the foreclosure process.
3. **Bank Sale or Auction Date**—homeowners are informed that they have a bank sale or auction date at which point the foreclosing mortgage company will gain control of the property.
4. **Redemption Period**—the period of time in which homeowners may present payment to the bank and regain possession of their property. (Not all states have a redemption period.)

For more information, contact your real estate agent or mortgage representative.