

FORECLOSURE VS. SHORT SALE

Homeowner Consequences

Issue	Foreclosure	Successful Short Sale
Future Fannie Mae Loan – Primary Residence <small>(effective May 21, 2008)</small>	A homeowner who loses a home to Foreclosure is ineligible for a Fannie Mae backed mortgage for a period of 5 years .	A homeowner who successfully negotiates and closes a short sale will be eligible for a Fannie Mae backed mortgage after only 2 years .
Future Fannie Mae Loan – Non Primary <small>(effective May 21, 2008)</small>	An Investor who allows a property to go to Foreclosure is ineligible for a Fannie Mae backed investment mortgage for a period of 7 years .	An investor who successfully negotiates and closes a short sale will be eligible for a Fannie Mae backed investment mortgage after only 2 years .
Future Loan with any Mortgage Company	On any future 1003 application, a prospective borrower will have to answer YES to question C in Section VIII of the standard 1003 that asks “Have you had property foreclosed upon or given title or deed in lieu thereof in the last 7 years?” this will affect future rates.	There is no similar declaration or question regarding a short sale.
Credit Score	Score may be lowered anywhere from 250 to over 300 points. Typically will affect score for over 3 years .	Only late payments on mortgage will show and after sale mortgage will be reported as paid or negotiated. This could lower the score somewhere around 150 point while your payments are being made. A short sale's affect can be a brief as 18 to 24 months .
Credit History	Foreclosure will remain as a public record on a person's credit history for 10 years or more .	Short sale is not reported on a credit history . There is no specific reporting item for 'short sale'. The loan is typically reported 'paid in full, settled'.

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Security Clearances	Foreclosure is the most challenging issue against a security clearance outside of a conviction of a serious misdemeanor or felony. If a client has a foreclosure and is a police officer, in the military, in the CIA, Security, or any other position that requires a security clearance in almost all cases clearance will be revoked and position will be terminated .	A Short Sale on its own does not challenge most security clearances .
Current Employment	Employers have the right and are actively checking the credit regularly of all employees who are in sensitive positions. A foreclosure in many cases is ground for immediate reassignment or termination .	A short sale is not reported on a credit report and is therefore not a challenge to employment .
Future Employment	Many employers are requiring credit checks on all job applicants. A foreclosure is one of the most detrimental credit items an applicant can have and in most cases will challenge employment .	A short sale is not reported on a credit report and is therefore not a challenge to employment .
Deficiency Judgment	In 100% of foreclosures (except in those states where there is no deficiency) the bank has the right to pursue a deficiency judgment.	In some successful short sales it is possible to convince the lender to give up the right to pursue a deficiency judgment against the homeowner.
Deficiency Judgment (amount)	In a foreclosure the home will have to go through an REO process if it does not sell at auction. In most cases this will result in a lower sales price and longer time to sale in a declining market. This will result in a higher possible deficiency judgment .	In a properly managed short sale the home is sold at a price that should be close to market value and in almost all cases will be better than an REO sale resulting in a lower deficiency .

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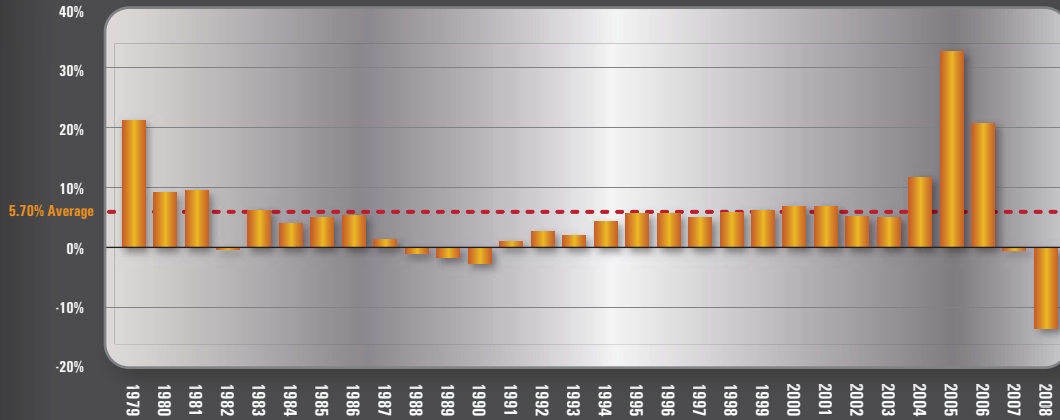
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Home Economics - Metro Area 2009

Phoenix-Mesa-Scottsdale, AZ

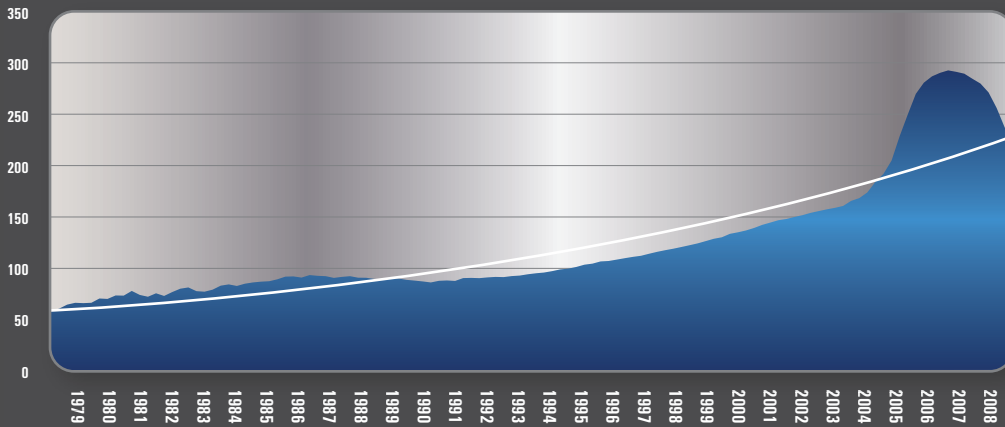


Yearly and Average Appreciation



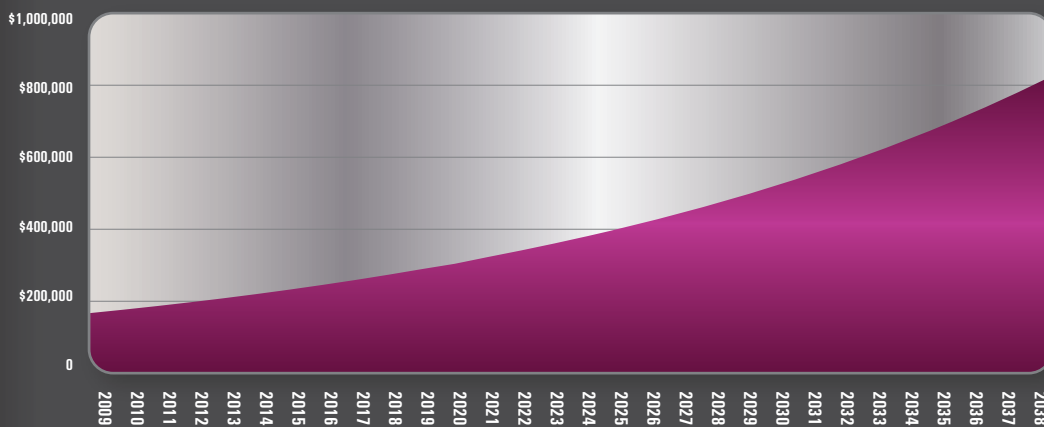
Real estate values are cyclical. Purchasing when prices are low and owning for traditional time periods will usually prove to be profitable.

Housing Price Index



The HPI is derived from the FHFA index of home price movement and evidences clearly the progression of values over time despite periods of slow or negative growth.

Price Projection at Average Appreciation of 5.70%



As we see in the charts above, values will not progress at a constant rate. Yet using the historical average shows us where future values will be should this growth rate continue.

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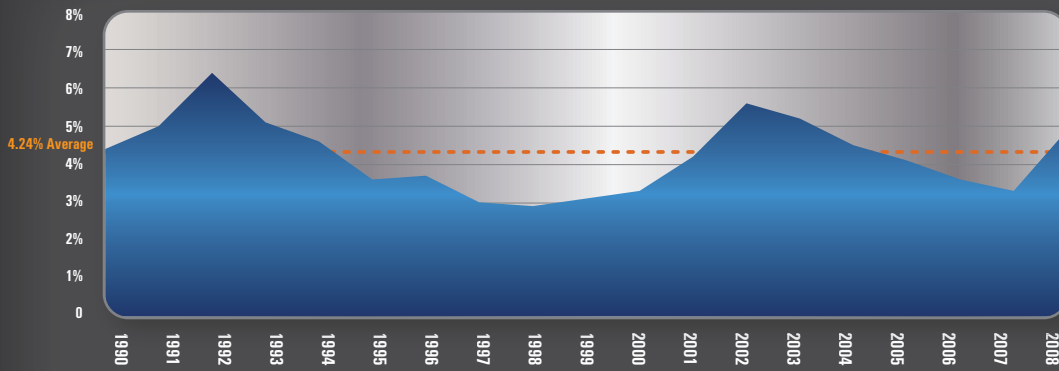
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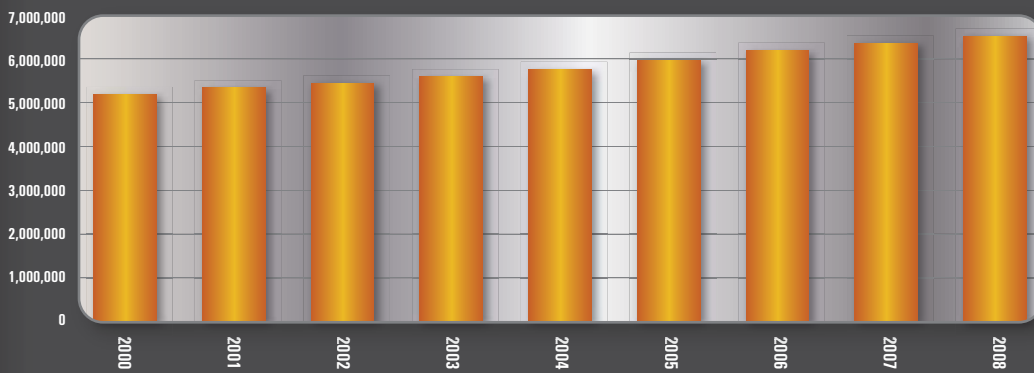


Unemployment Rate



Low rates of unemployment will enable more people to own their own homes. Periods of high joblessness can lead to distress sales and good buying opportunities for those with stable income.

AZ State Population



Rising population fuels the need for additional housing.

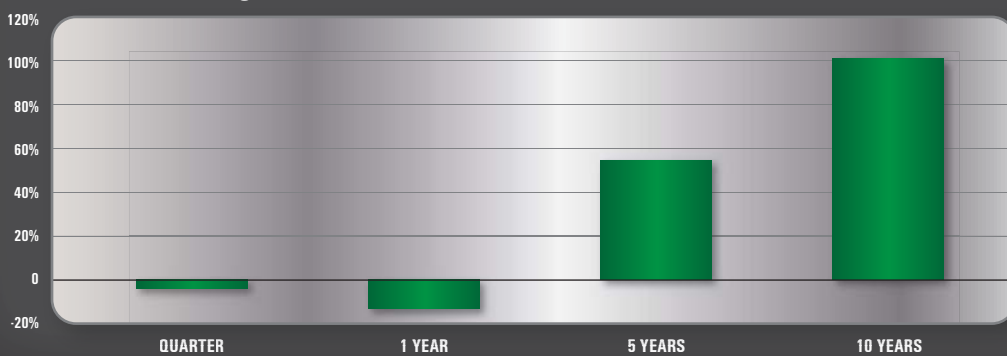
A shortage of new homes or buildable land can keep upward pressure on existing home prices. Conversely, overbuilding, can cause price erosion.

Recent Median Price Changes



Current Median sale prices have fallen considerably. This coupled with low rates may represent one of the better buying opportunities that has existed or perhaps will exist for some time.

Periodic Housing Price Index Performance



Using the FHFA Housing Price Index, we can see that despite short term volatility, home prices measured over the last 5 years are up over 10% per year and have more than doubled in value over the last 10.