

Governor's Foreclosure Summit



**Presenter: Lisa M. Spellman
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Overview



FY January 1 – December 31, 2009

- ✍ 1,290 homeowners attended foreclosure prevention workshops
- ✍ 2,208 one-on-one sessions were conducted
- ✍ \$61,389,072 dollars saved through positive outcomes!
- ✍ 627 homes taken out of default



Overview

Demographics




- 57% African American
- 12% Latino
- 22% Caucasian
- 9% Other

HUD Median Income

- 62% $\leq 80\%$
- 38% $> 81\%$

Overview

Prior to 2007, DE averaged about 2,000 foreclosure filings

-  2008 – 125% increase to 4,500
-  2009 – 37% increase to 6,157
-  2010 – Projection of over 7,000

Intended Impact

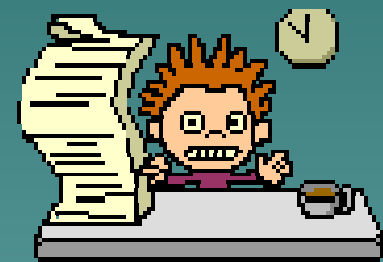
- ◆ Successfully save as many homeowners as possible
 - Assist them in realigning their budgets
 - Educate them on options available to them
 - Partner with the servicers with rebuilding America's foundation

Actual Impact

- 627 homes removed from default – hopefully permanently!
- Conduct free money management seminars at convenient times
- Share what we know
- Attend NWA and other trainings. Internally train. Federation meetings discuss, share and train
- Build rapport with the servicers

Challenges

- Dare I use the “F” word!
- No immediate end in sight
- Counselors being overworked/stressed
- Servicers being overworked/stressed. Huge turnovers



Light at the End of the Tunnel

- ◆ DEMAP/HGAP
- ◆ Mediation
- ◆ HopeLoan Portal
- ◆ Government Sponsored Enterprise ONLY
 - Servicers have 30 business day to approve, decline, request missing documents
 - Servicers must make 4 calls and send 2 letters to mortgagors
 - Mortgagor has 30 days to comply



Breaking News!



- ◆ Due to recent budget cuts and the cost of electricity, gas, and oil, as well as current market conditions and the continued decline of the United States economy, "The Light at the End of the Tunnel" has been turned off.



We apologize for the inconvenience.

