

**TRI-COUNTY COMMUNITY ACTION PARTNERSHIP
HOUSING PROGRAMS**



110 Cohansey Street
Bridgeton, New Jersey 08302
(856) 451-6330 ext 222
cstringfield@tricityca.org

Dear Homeowner,

I'm glad you took the first step and contacted us about your mortgage. Our agency is a non-profit agency that is committed to helping people. Our goal is to work with homeowners who may be experiencing financial hardship and to assist them to find a resolution to avoid foreclosure.

To assist us in providing you with the most effective and efficient service, please complete the attached documents as thoroughly as possible. Please give the monthly spending plan careful attention. This information is the key element of resolving your financial situation. If there are questions or information you don't understand, that's okay. Do your best with it and we will go through the rest of it together.

You will find there is an emphasis on being truthful. We can't help with a resolution unless we have a complete and accurate picture of your situation. A plan based on only part of your information is certain to fail.

Appointments will only be scheduled after the completed package is received in our office. The initial appointment will last approximately 2 hrs. Please arrive on time.

You have taken the first step to resolving your situation. I look forward to working with you.

Sincerely,

Corretta Stringfield
Corretta Stringfield
Homebuyer and Housing Counselor



TRI-COUNTY COMMUNITY ACTION PARTNERSHIP HOUSING PROGRAMS



Please review this packet that contains:

- Intake Form
- Authorization Forms
- Client Contract Form
- Property Information and Household Assets Form
- Information to Request a copy of you Credit Report
- Directions to Tri-County Office

Please complete all forms and send in copies with the application:

- 2 current pay stubs or evidence of other income
- 2 current month of bank statements
- Mortgage, Note, and other mortgage papers
- Tax Bill
- Water and Sewer Bill
- Homeowners Policy
- current statement from lender with mortgage information
- Appraisal on property if available
- Deed
- List of all expenses paid out each month
- Hardship letter explaining the reason you are behind and your plans to resolve the problem
- Utility bills-Electric, Gas, Telephone, etc.
- Last year's or recent 1040 Tax Returns
- Foreclosure Notices if applicable

MAIL TO:

Tri-County Community Action Partnership
110 Cohansey Street, Bridgeton, NJ 08302
Attn: Dana Hollingshead

What happens next:

- Pre-Foreclosure packet will be reviewed by a Tri-County housing counselor who will contact you to set up an appointment. If an appointment has already been scheduled you are to bring the packet and information requested with you to the counseling session

If you have any questions, please contact Dana Hollingshead at (856)451-6330 ext 6696



Family/Household Size: _____ How many dependents (other than those listed by any co-borrower)? _____

What ages are they? _____, _____, _____, _____, _____, _____

Are there non-dependents who will be living in the home? Yes No If yes, list below:

Relationship Age Relationship Age

Annual Family or Household Income: \$ _____

Education (please circle one):

- 1. Below High School Diploma 2. High School Diploma or Equivalent
3. Two-Year College 4. Bachelors Degree
5. Masters Degree 6. Above Masters Degree

Referred to by (please circle all that apply):

- Print Advertisement Bank Government TV Realtor
Staff/Board member Walk-In Friend Radio Newspaper Article

If you were referred by a bank, which one? _____

If referred by another source not listed above, which one? _____

CO-APPLICANT

Name: _____
First MI Last

Street _____

City Home: () - Work: () - State Zip Code
Email:
Social Security Number Birth Date

Race (please circle):

- 1. White 2. Black or African American 3. American Indian/Alaskan Native
4. Asian 5. Native Hawaiian/Other Pacific Islander
6. American Indian/Alaskan Native and White 7. Asian and White 8. Black/African American and White
9. American Indian/Alaskan Native and Black 10. Other

Ethnicity (please select "yes" or "no" for Hispanic Origin. You should select both a "Race" category and a "yes" or "no" for Hispanic origin:

Hispanic: Yes No

Immigrant Status (please select one):

- 1. You are U.S. born and 1 or both of your parents are foreign born
2. You are U.S. born but 1 or both grandparents are foreign born
3. You are foreign born
4. You, your parents and grandparents are all U.S. born

Marital Status (please circle): Single Married Divorced Separated Widowed

Gender (please circle): Male Female

Handicapped? Yes No

Education (please circle one):

- 1. Below High School Diploma 2. High School Diploma or Equivalent
3. Two-Year College 4. Bachelors Degree

2

5. Masters Degree

6. Above Masters Degree

Relationship to Customer (please circle): Spouse Daughter Son Sister Brother Girlfriend
Boyfriend Mother Father Other: _____

CUSTOMER EMPLOYMENT — Last 2 Years *Please Print Clearly*

Primary Employer: _____

Title Hire Date

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Gross Income (before taxes): \$ _____

Is this amount paid _____ hourly _____ weekly _____ every two weeks _____ twice a month _____ monthly?

Previous Employer: _____

Title Length of Employment

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Continue listing previous employers on a separate sheet of paper.

Secondary Employer: _____

Title Hire Date

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Gross Income (before taxes): \$ _____

Is this amount paid _____ hourly _____ weekly _____ every two weeks _____ twice a month _____ monthly?

CO-APPLICANT EMPLOYMENT — Last 2 Years

Primary Employer: _____

Title Hire Date

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Gross Income (before taxes): \$ _____

Is this amount paid _____ hourly _____ weekly _____ every two weeks _____ twice a month _____ monthly?

Previous Employer: _____

 Title Length of Employment

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Continue listing previous employers on a separate sheet of paper.

Secondary Employer: _____

 Title Hire Date

Street City State Zip Code

Phone: (____) _____ - _____

Part-Time or Full-Time (Please Circle)

Gross Income (before taxes): \$ _____

Is this amount paid _____ hourly _____ weekly _____ every two weeks _____ twice a month _____ monthly?

INCOME *Please Print Clearly*

Type of Income	<i>CUSTOMER</i> Monthly Amount	<i>CO-APPLICANT</i> Monthly Amount
Salary		
Alimony/Child Support		
Rental Income		
Social Security		
Pension Income		
Public Assistance		
Self-employment Income		
Dependent SSI Income		
Disability Income		
Other Employment		

	<i>CUSTOMER</i>		<i>CO-APPLICANT</i>	
	Yes	No	Yes	No
Can you document your child support/alimony income? If yes, how long will it continue?	_____	_____	_____	_____
If your child or a family member receives SSI, how many more years will the payments continue?	_____	_____	_____	_____
If you receive disability income, is it for a permanent disability?	Yes	No	Yes	No
Regarding other employment, have you worked in this field for two years or more?	Yes	No	Yes	No

LIABILITIES/DEBT

Please list any debts you have, including credit cards, auto loans, student loans, and child-care expenses. Do NOT include rent or utilities.

Paid To	Current Balance	Monthly Payment	Who's Debt? C=Customer, A=Co-Applicant B=Both
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

Please use additional sheets if necessary.

	CUSTOMER		CO-APPLICANT	
	Yes	No	Yes	No
Have your payments been made on time?				
Are you currently in Chapter 13 bankruptcy?				
If yes, when did it begin? _____				
If yes, when will it be paid out? _____				
If yes, how much is the payment? _____				
Have you had a Chapter 7 bankruptcy?				
If yes, when was it discharged? _____				

LIQUID FUNDS/SAVINGS/INVESTMENTS Please Print Clearly

Please list the approximate value of the following:

	CUSTOMER	CO-APPLICANT
Checking account		
Savings account		
Cash		
CDs		
Securities (stocks, bonds, etc.)		
Retirement account		
Other Liquid Funds		

Are you about to receive additional funds (e.g., tax refunds, property sales, etc.)? (circle) Yes No
 If yes, how much? \$ _____

LIVING EXPENSES

	CUSTOMER	CO-APPLICANT

Current monthly rent or mortgage			
Electric/Gas/Solid Waste			
Telephone			
Cellular/Pager			
Cable/Satellite TV			
Other Living Expenses			

ADDITIONAL INFORMATION

	<i>CUSTOMER</i>		<i>CO-APPLICANT</i>	
<i>Have you owned a home in the last three (3) years?</i>	<i>Yes</i>	<i>No</i>	<i>Yes</i>	<i>No</i>
<i>Are you a Veteran?</i>	<i>Yes</i>	<i>No</i>	<i>Yes</i>	<i>No</i>
<i>Do you have a contract on a house at this time?</i>	<i>Yes</i>	<i>No</i>		
<i>Are you currently working with a real-estate agent?</i>	<i>Yes</i>	<i>No</i>		
<i>Most convenient time for an individual appointment?</i>	___ <i>AM</i>	___ <i>PM</i>		

AUTHORIZATION

I authorize the Housing Counseling Agency to:

- (a) pull my/our credit report to review my/our credit file to assess my/our financial situation.
- (b) pull my/our credit report and review my/our credit file for informational inquiry purposes; and
- (c) Contact my/our lender or other financial creditor to discuss my loan information.

I/We understand that any intentional or negligent representation(s) of the information contained on this form may result in civil liability and/or criminal liability under the provisions of Title 18, United States Code, Section 1001.

Customer

Date

Co-Applicant

Date



Foreclosure Intervention & Default Counseling:

Client/Counselor Contract

Tri-County Community Action Partnership and its counselors agree to provide the following services:

- Development of a spending plan
- Analysis of the mortgage default, including the amount and cause of default
- Presentation and explanation of reasonable options available to the homeowner
- Assistance communicating with the mortgage servicer and other creditors
- Timely completion of promised action
- Explanation of collection and foreclosure process
- Identification of assistance resources
- Referrals to needed resources
- Confidentiality, honesty, respect and professionalism in all services

I/We, _____ agree to the following terms of service:

I/We will always provide honest and complete information to my/our counselor, whether verbally or in writing.

I/We will provide all necessary documentation and follow-up information within the timeframe requested.

I/We will be on time for appointments and understand that if we are late for an appointment, the appointment will still end at the scheduled time.

I/We will call within 6 hours of a scheduled appointment if I/we will be unable to attend an appointment.

I/We will contact the counselor about any changes in our situation immediately.

I/We understand that breaking this agreement may cause the counseling organization to sever its service assistance to me/us.

Homeowner

Date

Homeowner

Date

Homeowner

Date

Counselor

Date

Counselor

Date

Monthly Expenses Worksheet

Rent or mortgage	\$	Tuition	\$
Heating (<i>gas or oil</i>)	\$	Books, papers and supplies	\$
Electricity	\$	Newspapers and magazines	\$
Water or sewage	\$	Lessons (<i>sports, dance, music</i>)	\$
Telephones (<i>land-lines and cell phones</i>)	\$		
Renters or homeowners insurance (<i>if separate</i>)	\$	Birthdays	\$
Trash service	\$	Major holidays	\$
Home maintenance and furnishings	\$		
Cleaning supplies	\$		
Lawn service	\$	Barber or beauty shop	\$
		Toiletries	\$
Gas	\$	Children's allowances	\$
Car payment	\$	Tobacco products	\$
Car insurance	\$	Beer, wine or liquor	\$
Car inspection	\$		
Car repairs and maintenance	\$	Movies, sporting events, concerts, etc.	\$
License plates and registration fees	\$	Video rentals	\$
Public transportation or taxi	\$	Internet service	\$
Parking and tolls	\$	Cable/satellite TV	\$
		Restaurants and take-out meals	\$
Groceries	\$	Gambling and lottery tickets	\$
School lunches	\$	Fitness or social clubs	\$
Work-related (<i>lunches and snacks</i>)	\$	Vacations/trips	\$
		Hobbies or crafts	\$
Health (<i>medical and dental, if not payroll deducted</i>)	\$	Checking account fees, money order fees, etc.	\$
Life	\$	Pet care and supplies	\$
Disability	\$	Postage	\$
		Pictures and photo processing	\$
Doctor	\$	"Mad" money	\$
Dentist	\$		
Prescriptions	\$	Student loan	\$
		Credit card (<i>monthly minimum</i>)	\$
Childcare or babysitters	\$	Credit card (<i>monthly minimum</i>)	\$
Child support or alimony	\$	Credit card (<i>monthly minimum</i>)	\$
		Medical bills	\$
		Personal loan	\$
Clothing	\$		
Laundry and dry cleaning	\$	Other	\$
		Other	\$
Religious or charity	\$	Other	\$
Total Regular Monthly Expenses		\$	

Foreclosure Intervention & Default Counseling: Appendix E

PROPERTY INFORMATION

Type of Property

- | | | |
|---|--------------------------------------|--------------------------------------|
| <input type="checkbox"/> Single Family detached | <input type="checkbox"/> 2-4 Unit | <input type="checkbox"/> Townhouse |
| <input type="checkbox"/> Condominium | <input type="checkbox"/> Cooperative | <input type="checkbox"/> Mobile Home |
| <input type="checkbox"/> Other | | |

Condition of Home

- Excellent Good Fair Poor

Age of Home _____

Date Purchased _____

Tax Assessed Value \$ _____

Currently for Sale? Yes No

List Price \$ _____

Real estate agent _____

Phone number _____

Length of time on market _____

HOUSEHOLD INFORMATION

Number of Adults Over 18 _____

Number of Children _____ Ages _____

Household Monthly Income		Gross	Net	Verification
Homeowner (A) Monthly Income	Employer (1)	\$	\$	
Homeowner (A) Monthly Income	Employer (2)	\$	\$	
Homeowner (B) Monthly Income	Employer (1)	\$	\$	
Homeowner (B) Monthly Income	Employer (2)	\$	\$	
Other Employment Income		\$	\$	
Other Employment Income		\$	\$	
Social Security /SSI / SSDI		\$	\$	
Child or Spousal Support		\$	\$	
Unemployment Compensation		\$	\$	
Workers Disability Compensation		\$	\$	
Veterans Benefits		\$	\$	
Retirement Benefits		\$	\$	
Monies From Rental properties		\$	\$	
Household Members Over Age 18	Wages	\$	\$	
Food Stamps		\$	\$	
MFIP		\$	\$	
Child care assistance		\$	\$	
Housing assistance		\$	\$	
Other		\$	\$	
Other		\$	\$	

Foreclosure Intervention & Default Counseling: Appendix E

Household Assets		
Description	Value / Amount	Amount Owed
Automobile #1		
Automobile #2		
Automobile #3		
Cash on Hand Over \$100		
Checking Account		
Savings Account		
Anticipated Tax Refunds		
Money Market Funds		
Stocks/Bonds/CDs/Annuities, etc		
IRA / Keogh Accounts		
Computer/TV/Electronics		
Furniture		
Boats / Jet Skis		
RV/ Recreational Homes		
Motorcycles / Snowmobile		
Farm Equipment		
Trailers		
Other Property		
Other:		

HOUSEHOLD ASSETS:

Please read below carefully: As head of Household I declare that members of my household have no ownership, in full or part, of any assets other than those identified above, the value of which have been disclosed.

Please sign below:

Signature *Date*

Signature *Date*

**TRI-COUNTY COMMUNITY ACTION PARTNERSHIP
HOUSING PROGRAMS**



Authorization for Release of Information

I hereby authorize Tri-County Community Action Partnership and its representative to release/exchange information from my records in order to assist me in resolving a mortgage default.

This information will be released only to those institutions, companies and agencies that our organization believes can provide assistance in resolving a mortgage default. Examples of such entities include mortgage servicers, mortgage investors, public agencies and other nonprofit organizations. If necessary, information on file at another entity may also be released to us. This information release/exchange will be restricted to specific financial data, such as income, budget, debt and mortgage details provided by you.

I understand that the provision of services at this organization is not contingent upon my decision concerning the release/exchange of information.

The doctrine of informed consent has been explained to me, and I understand the contents to be released or exchanged, the need for the information, and that there are statutes and regulations protecting the confidentiality of authorized information.

I hereby acknowledge that this consent is voluntary and is valid until such request is fulfilled. I further acknowledge that I may revoke this consent at any time except to the extent that action based on this consent has been taken. I also acknowledge that a copy of this form is as valid as the original.

Borrower (printed) _____

Borrower (signed) _____ Date _____

Borrower (printed) _____

Borrower (signed) _____ Date _____

**TRI-COUNTY COMMUNITY ACTION PARTNERSHIP
HOUSING PROGRAMS**



AUTHORIZATION FORM

Date _____

Name _____

Social Security Number _____

Present Address _____

City _____ State _____ Zip _____

Lender or Servicing Company _____

Account No. _____

I/We hereby authorize **Tri-County Community Action Partnership**, a HUD approved Housing Counseling Agency and its designated agents as listed below to discuss my account with my lender or attorney and to obtain and share information on my account. I also authorize you to negotiate the terms of a work out agreement with my Mortgage Lender and/or Servicing Company and to receive copies of the documents needed to complete the agreement.

This authorization will remain effective until I/We notify the lender that it is no longer in force.

Designated Agents are: ___ **Corretta Stringfield**
 ___ **David Trusty**
 ___ **Jimmy Green**

Borrower

Co-Borrower

Driving Directions to Bridgeton

Tri-County Community Action Partnership

110 Cohansey Street

Bridgeton, New Jersey 08302

856-451-6330 Ext. 209

From the New Jersey Turnpike/Gloucester County:

Take NJ Turnpike south to Exit 2. Make a right onto Rte. 322 East and proceed for 4 miles to the end and traffic light.

Turn Right onto Route 45 South and proceed through Mullica High. Route 45 will become Route 77 South.

Follow Rte. 77 South to Bridgeton. (Route 77 is also known as Pearl Street) /follow Rte. 77 through Bridgeton until you come to Washington Avenue. Make a right onto Washington Ave. Go through 2 stop lights; Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back of the Parking Lot. Enter through the main entrance.

From the Garden State Parkway:

Take the Parkway to Exit 38 bear right onto Atlantic City Expressway to exit 12. Turn left onto CR 575 (Wrangleboro Rd.)

Bear right (West) onto US 322 (Black Horse Pike). Turn Left (South) onto US 40 (Harding Highway).

Turn left (South) onto US 40. Keep left onto Millville Road.

Turn left (South) onto Cumberland Avenue (road name changes to Bennetts Mill Road). Keep straight onto S. Union Road.

Turn right (West) onto SR 49 in Millville. Follow Rte. 49 West into Bridgeton. Make a right onto Route 77 (aka Pearl Street),

Proceed through stop lights until you come to Washington Ave. Make a Left onto Washington Ave. Go through 2 stop lights;

Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back of the Parking Lot. Enter through the main entrance.

From Trenton-Camden Areas: BEST ROUTE

Take 295 South to Rte. 42 South. From Rte 42 South take Rte. 55 South. Follow 55 south to exit 32B Landis Avenue (follow sign to Bridgeton)Keep on Landis Avenue until you get to Rte 77 aka Pearl Street make a left onto Rte 77 and drive until you get to Washington Ave. Make a right onto Washington Ave. Go through 2 stop lights; Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back Parking lot. Enter through the Main Entrance.

***Alternate route**

Take 295 South to Rte. 42 South. From Rte. 42 South, take Rte. 55 South. From Rte. 55 South, take Exit 45, Make a right, Proceed down Rte 553 to Centerton Road, Make a left. Proceed down 553 to the next stop light, Centerton Inn will be on your left, Make a right, proceed around the curve (you are still on Rte 553) follow to Rte 77(Carlls Corner) Make a left turn left onto Rte. 77. Follow Rte. 77 (aka Pearl St.) through Bridgeton until you come to Washington Ave. Make a right onto Washington Ave. Go through 2 stop lights; Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back. Enter through the main entrance.

From Atlantic City:

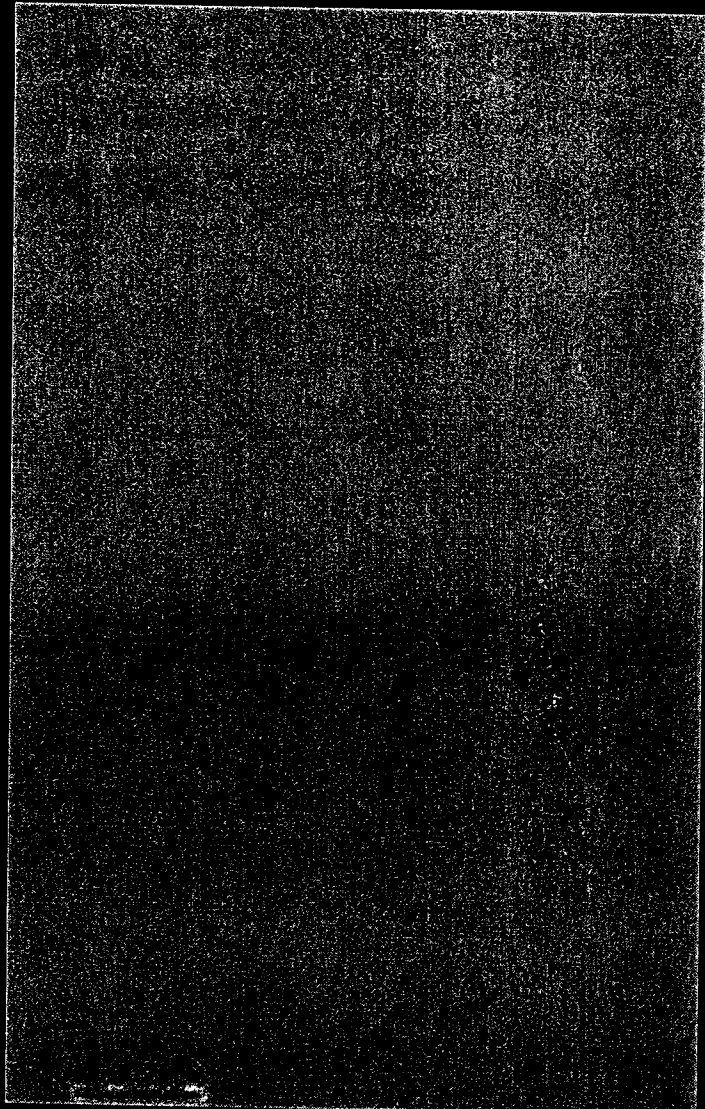
Take Rte. 322 West to Rte. 40 West into Mays Landing.
From Rte. 40 West, take Mays Landing Road, Rte. 552 West, into Millville. Turn left at High Street.
Turn right onto Rte. 49 West and follow to Bridgeton. Make a right onto Route 77(aka Pearl Street), Proceed through stop lights until you come to Washington Ave. Make a Left onto Washington Ave. Go through 2 stop lights;
Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back. Enter through the main entrance.

From Salem County:

Follow Rte. 49 East into city of Bridgeton. Make a Left onto Rte 77(aka Pearl St.) Proceed through stop lights until you come to Washington Ave. Make a Left onto Washington Ave. Go through 2 stop lights; Make a right into the driveway behind Papa Luigi Pizzeria and the Everett Mariano Conference Center. Tri-County is in the back. Enter through the main entrance.

U.S. Department of Housing and Urban Development

HOW TO AVOID FORECLOSURE



This booklet explains how property owners can avoid losing their homes because of delinquent payments.

Este folleto explica a los propietarios de casas como evitar perder su hogar debido al incumplimiento en los pagos.

Para información en español llame a la entidad que le dió el préstamo.

www.hud.gov





WHAT HAPPENS WHEN I MISS MY MORTGAGE PAYMENTS?

Foreclosure may occur. This is the legal means that your lender can use to repossess (take over) your home. When this happens, you must move out of your house. If your property is worth less than the total amount you owe on your mortgage loan, a deficiency judgment could be pursued. If that happens, you not only lose your home, you also would owe HUD an additional amount.

Both foreclosures and deficiency judgments could seriously affect your ability to qualify for credit in the future. So you should avoid foreclosure if possible.



WHAT SHOULD I DO?

1. **DO NOT IGNORE THE LETTERS FROM YOUR LENDER.** If you are having problems making your payments, call or write to your lender's Loss Mitigation Department without delay. Explain your situation. Be prepared to provide them with financial information, such as your monthly income and expenses. Without this information, they may not be able to help.
2. Stay in your home for now. You may not qualify for assistance if you abandon your property.
3. Contact a HUD-approved housing counseling agency. Call **1-800-569-4287** or **TDD 1-800-877-8339** for the housing counseling agency nearest you. These agencies are valuable resources. They frequently have information on services and programs offered by Government agencies as well as private and community organizations that could help you. The housing counseling agency may also offer credit counseling. These services are usually free of charge.



WHAT ARE MY ALTERNATIVES?

You may be considered for the following:

Special Forbearance. Your lender may be able to arrange a

repayment plan based on your financial situation and may even provide for a temporary reduction or suspension of your payments. You may qualify for this if you have recently experienced a reduction in income or an increase in living expenses. You must furnish information to your lender to show that you would be able to meet the requirements of the new payment plan.

Mortgage Modification. You may be able to refinance the debt and/or extend the term of your mortgage loan. This may help you catch up by reducing the monthly payments to a more affordable level. You may qualify if you have recovered from a financial problem and can afford the new payment amount.

Partial Claim. Your lender may be able to work with you to obtain a one-time payment from the FHA-Insurance fund to bring your mortgage current.

You may qualify if:

1. your loan is at least 4 months delinquent but no more than 12 months delinquent;
2. you are able to begin making full mortgage payments.

When your lender files a Partial Claim, the U.S. Department of Housing and Urban Development will pay your lender the amount necessary to bring your mortgage current. You must execute a Promissory Note and a Lien will be placed on your property until the Promissory Note is paid in full.

The Promissory Note is interest-free and is due when you pay off the first mortgage or when you sell the property.

Pre-foreclosure sale. This will allow you to avoid foreclosure by selling your property for an amount less than the amount necessary to pay off your mortgage loan.

You may qualify if:

1. the loan is at least 2 months delinquent;
2. you are able to sell your house within 3 to 5 months; and
3. a new appraisal (that your lender will obtain) shows that the value of your home meets HUD program guidelines.

Deed-in-lieu of foreclosure. As a last resort, you may be able to voluntarily "give back" your property to the lender. This won't save your house, but it is not as damaging to your credit rating as a foreclosure.

You can qualify if:

1. you are in default and don't qualify for any of the other options;
2. your attempts at selling the house before foreclosure were unsuccessful; and
3. you don't have another FHA mortgage in default.



HOW DO I KNOW IF I QUALIFY FOR ANY OF THESE ALTERNATIVES?

Your lender will determine if you qualify for any of the alternatives. A housing counseling agency can also help you determine which, if any, of these options may meet your needs and also assist you in interacting with your lender.

Call **1-800-569-4287** or **TDD 1-800-877-8339**.



SHOULD I BE AWARE OF ANYTHING ELSE?

Yes. Beware of scams! Solutions that sound too simple or too good to be true usually are. If you're selling your home without professional guidance, beware of buyers who try to rush you through the process. Unfortunately, there are people who may try to take advantage of your financial difficulty. Be especially alert to the following:

Equity skimming. In this type of scam, a “buyer” approaches you, offering to get you out of financial trouble by promising to pay off your mortgage or give you a sum of money when the property is sold. The “buyer” may suggest that you move out quickly and deed the property to him or her. The “buyer” then collects rent for a time, does not make any mortgage payments, and allows the lender to foreclose. Remember, signing over your deed to someone else does not necessarily relieve you of your obligation on your loan.

Phony counseling agencies. Some groups calling themselves “counseling agencies” may approach you and offer to perform certain services for a fee. These could well be services you could do for yourself for free, such as negotiating a new payment plan with your lender, or pursuing a pre-foreclosure sale. If you have any doubt about paying for such services, call a HUD-approved housing counseling agency at **1-800-569-4287** or **TDD 1-800-877-8339**. Do this before you pay anyone or sign anything.

Q: ARE THERE ANY PRECAUTIONS I CAN TAKE?

Here are several precautions that should help you avoid being “taken” by a scam artist:

1. Don't sign any papers you don't fully understand.
2. Make sure you get all “promises” in writing.
3. Beware of any contract of sale or loan assumption where you are not formally released from liability for your mortgage debt.
4. Check with a lawyer or your mortgage company before entering into any deal involving your home.
5. If you're selling the house yourself to avoid foreclosure, check to see if there are any complaints against the prospective buyer. You can contact your state's Attorney

General, the State Real Estate Commission, or the local District Attorney's Consumer Fraud Unit for this type of information.



WHAT ARE THE MAIN POINTS I SHOULD REMEMBER?

1. Don't lose your home and damage your credit history.
2. Call or write your mortgage lender immediately and be honest about your financial situation.
3. Stay in your home to make sure you qualify for assistance.
4. Arrange an appointment with a HUD-approved housing counselor to explore your options at **1-800-569-4287** or **TDD 1-800-877-8339**.
5. Cooperate with the counselor or lender trying to help you.
6. Explore every alternative to keep your home.
7. Beware of scams.
8. Do not sign anything you don't understand. And remember that signing over the deed to someone else does not necessarily relieve you of your loan obligation.

Act now. Delaying can't help. If you do nothing, **YOU WILL LOSE YOUR HOME** and your good credit rating.

Visit our web site at www.hud.gov.