

Marin Family Action



Spring 2011

Saving Homes from Foreclosure One by One!

At the recommendation of Marin Community Foundation, one of our volunteers is compiling stats for our home-save efforts which started in 2008. Here is the first of our findings.

We are fielding 500++ eMails each month from families across the nation and dozens of phone calls during the week from Bay Area families seeking assistance. Our Web site is accessed by more than 100,000 people annually.

We're surprised and pleased to report that our efforts have exceeded national averages. According to real estate news, fewer than 12 percent of all delinquent mortgage borrowers are receiving long term or permanent relief through government mortgage programs. However, our early study indicates that 15% of Families Fighting Foreclosure received modifications ranging from 2 years to 40 years and another 9% are underway.

This is done with minimal funding, a small part-time staff, and a host of volunteers, many of whom started with us to save their own homes.

Our Families Fighting Foreclosure hold an estimated \$120,000,000 in real estate (down from the 2006 value of \$130.6 million) and pay more than 1.25% of that in property taxes that support the infrastructure of our community. These working families need and deserve help from all of us. Incomes for these families have easily dropped 30% or more since 2007 (we are gathering those statistics right now).

Manny Fernandez
Executive Director

Current Homeowner Status (based on 191 clients)	Total	Percent
Foreclosed	37	19
Sold (incl short Sale, foreclosed)	19	11
Pending: Loan Audits, Legal Issues, Court Cases	35	18
Modifications Granted (2-40 years; 2 clients refused offer)	30	15
Modifications Requested (Underway)	15	9
Owner Still in Home (Help from family, took in roommates, increased income, refinanced)	18	9
Walked Away	6	3
Reverse Mortgage	4	2
Unknown	27	14

Overview

When the first families came into Marin Family Action in mid-2008 seeking help to avoid foreclosures, no one knew where our country was headed. Therefore, statistics were not collected.

The figures herein have been gathered from eMails, conversations, notes, and forms that clients have been filling in since early-2010.

Sad to say, the learning curve was rough; homes were lost needlessly during the first few months.

Equally sad to say that due to lack of funding for full-time staffing, loan modification counselors, legal fees, and audits, homes are still being unnecessarily lost. Many families walk away when initially told "no" to any type of assistance; they do not know they have options.

Some lenders are willing to cooperate; however, the time it takes to help each family organize the necessary paperwork is a daunting experience. Most people have never had to deal with this much documentation!

Ethnicity	Total	Percent
African American	24	13
Asian	12	6
Caucasian	104	54
Hispanic	25	13
Unknown	26	14

Ages	Total	Percent
Under 40	22	12
40-49	20	10
50-59	33	17
60-69	25	13
70+	9	5
Unknown	82	43

Counties	Total	Percent
Alameda	8	4
Marin	125	65
Sonoma	14	7
Napa	5	3
Contra Costa, Lake, Nevada (State), Los Angeles, San Joaquin, San Diego, San Mateo, Santa Clara, Shasta, Solano	13	6
Unknown	31	15

Loan Servicers	Total	Percent
Wells/Wachovia	32	17
Chase	23	12
Bank of America/Countrywide	11	6
IndyMac	8	4
Aurora Loan Services	7	4
US Bank	5	3
All other, i.e. Citibank, American Home, Deutsche,	45	23
Unknown	60	31

Financial Literacy

This program has been expanded to include sessions for Families Fighting Foreclosure. While most of our real estate woes are unavoidable (long-term illness combined with record-high job loss that drained savings and predatory loans), personal financial acumen may have helped avoid some issues. For years, lenders have encouraged us to use our homes as piggy-banks; that idea has proven disastrous to millions of families.

Only eight states require personal finance as a prerequisite for high school graduation – and California is not one of them. Yet in this increasingly complex financial marketplace, financial literacy is vital to the future of our economy.

The program presents solid guidelines which will enable individuals to make informed decisions in business and personal finances. Goals include budgets, understanding credit and repairing credit. Controlling your budget with intelligence will greatly enhance your life and your options.



MarinFamilyShops.org

At Marin Family Shops you will find gifts for your home (and your pets), and logo items from our project.

Join us. Place your own ad on the site (\$150/year) or ask about our Web design packages for your business.



Saving homes from the junk pile one at a time!

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