



NATIONAL

Property Preservation

CONFERENCE



NATIONAL PROPERTY PRESERVATION CONFERENCE
November 14-16, 2010

Sessions 1 and 2: Community Relations

Moderator: Robert Klein, Founder
and Chairman

Safeguard Properties



Panelists

Jeannie Fantasia, Bank of America

Catherine Toppel, City of South
Bend

Sherri Johnston, AACE

Brandon Kirkham, Compliance
Connections

PJ McCarthy, Fannie Mae

Steve Bancroft, City of Detroit

Michael Foreman, CoreLogic

John Carter, City of Dayton

Joseph Moschetto, Freddie Mac

Richard Monocchio, City of
Chicago

Heidi Coppola, REO Clearinghouse

Dave Gatton, US Conference of
Mayors

Jim Rokakis, Cuyahoga County

Joy Leonelli, LPS

Nickie Bigenho, MCS

Michael Halpern, Safeguard
Properties





ARS Question: Which tool has proved to be most effective in working collaboratively to best protect vacant properties and communities?

- A. Direct communication with the right parties
- B. Enhancements implemented by property preservation companies to better bridge the gap between cities and servicers
- C. Participation in outreach and educational events





ARS Question: How often do you or a member of your team reach out to representatives from either servicing or code enforcement departments for resolution?

- A. Never—field services companies perform this function smoothly for us
- B. Not very often, only when they call us
- C. Regularly and with open, two-way lines of communication





Code Enforcement Outreach

- Opens a two-way line of communication between communities and the mortgage servicing industry
- Shares the industry's best practices, roles and responsibilities pre-sale vs. post-sale





Code Enforcement Outreach

- Protects the servicer's collateral interest and portfolio
- Prevents vandalism
- Eliminates blight





ARS Question: How many of you participate in the MERS[®] Initiative, either through iReg or as an active member?

- A. We register all of our loans on MERS[®]
- B. We register vacant properties, both pre-sale and REO on MERS[®]
- C. We register only vacant REO properties on MERS[®]
- D. What is MERS[®]?





Compliance Connections

- Increases efficiencies through workflow designed specifically for code violations
- Speeds processing through early notification and real-time communication





Compliance Connections

- Improves resolution by fostering collaboration and partnership between municipalities and servicers
- Enables comprehensive monitoring of violation activity across an entire enterprise
- Reduces penalties, fines, liens and related servicing costs





ARS Question: Which strategies do you find most effective in addressing the growing volume of REO properties?

- A. National programs to streamline the disposition process
- B. The establishment of public-private partnerships
- C. Relationships to ensure that the property is maintained and that market value is preserved
- D. Still looking...any ideas?





National Community Stabilization Trust & REO Clearinghouse

- Offer a direct connection between communities and servicers
- Provide outlet for the disposition of low value properties
- Offer an alternative for properties during the foreclosure process, prior to REO





National Community Stabilization Trust & REO Clearinghouse

- Return properties to productive use
- Offer a viable tool for addressing targeted markets, properties
- Promote neighborhood revitalization and stability
- Mitigate costs—fines, outstanding bills, and taxes





Land Banks

- Provide an outlet for servicers to release properties
- Offer an alternative to “walk-aways”
- Provide boader stabilization of weak markets





Public-Private Partnerships

- Leverage impact of NSP with private capital
- Fast-track foreclosure
- Prevent vacancies
- Utilize single-family scattered-site rentals to prevent vacancy





Public-Private Partnerships

- Offer a viable tool for addressing specific markets
- Restore and maintain markets





ARS Question: Give us a snapshot of your outreach to homeowners.

- A. We work with local foreclosure prevention counseling agencies
- B. We lead and/or participate in neighborhood workshops
- C. We are reviewing new strategies and programs to keep borrowers in their homes





Innovative Programs

- First Look, rental programs, auctions targeting first-time homebuyers
- Neighborhood Stabilization Program concepts
- Short sales
- Note transfers
- FLOOR





ARS Question: If you had to pick only one, what is the single most positive outcome that has resulted from the establishment of partnerships?

- A. Noticeably enhanced cooperation through a mutual exchange and understanding
- B. A reduction in the number of code violations issued
- C. Mitigation of fees, fines, or liens
- D. Retaining market values





What Did We Miss?

- Audience feedback on additional ideas and strategies

