

DISTRESSED HOUSING QUESTIONNAIRE

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Name(s): _____
 Billing Address: _____
 Phone: _____ Cell: _____
 Fax: _____ Email: _____
 Referral Source: _____

NOTE: I DO NOT EXPECT YOU TO SPEND TIME SEARCHING THROUGH OLD RECORDS. IF THE INFORMATION IS READILY OBTAINABLE, PLEASE PROVIDE. APPROXIMATE DATES AND DOLLAR AMOUNTS ARE FINE. IF YOU DO NOT KNOW THE ANSWER TO A PARTICULAR QUESTION, PLEASE INDICATE BY “?” IF YOU DO NOT HAVE READY ACCESS TO CERTAIN DOCUMENTS, DON’T WORRY; I AM MOST INTERESTED IN GENERAL INFORMATION, NUMBERS, AND IDENTITY OF LENDERS/SERVICERS. IF THERE IS ANY INFORMATION YOU WOULD RATHER NOT DISCLOSE, THAT IS FINE – JUST LEAVE IT BLANK OR ANSWER “N/A.” PLEASE GET ME A COMPLETED COPY OF THIS QUESTIONNAIRE BEFORE OUR CONSULTATION AND BRING A HARD COPY WITH YOU AS WELL. THANKS!

1. ARE YOU IN AN ACTIVE¹ FORECLOSURE AT THE PRESENT TIME? Yes No
 - If Yes, and you were personally served with a Summons and Complaint, what was the date of service? _____
 - If Yes, and you received a certified letter called a “Notice of Default” or “Notice of Sale”, what is the scheduled date for the foreclosure sale? _____
 - Do you want an opportunity to see if you can reach a foreclosure *avoidance* solution, such as a loan modification, short sale, deed-in-lieu, etc.? Yes No

2. **DISTRESSED PROPERTY SPECIFICS:**
 - Address of property: _____
 - Date of purchase: _____
 - Purchase price: \$ _____
 - Presently occupied by you? Yes No
 - If No, when vacated? _____
 - Dates you occupied the home [e.g. May, 2007 thru Oct.2012]: _____
 - If you have vacated your home, were you in default on your first mortgage before you physically left? Yes No
 - If Yes, did the default continue after you vacated? Yes No

¹ That is, you have received one or more certified letters notifying you that your property will be sold on a specific date, OR you have been personally served with a Summons and Complaint seeking foreclosure.

- What is your best estimate of current resale value of home? \$ _____
 - What is source? _____ [e.g. Realtor®, Zillow, neighborhood comps]
- Do you have any homeowner association assessments? Yes No
 - Monthly amount: \$ _____
 - Current? Yes No
 - If No, arrearages: \$ _____

3. LOAN(S) ON PROPERTY:

Name of Original First Lender [Note: This is the bank that actually loaned you the funds]:

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- Date of 1st loan: _____
 - Amount of loan: \$ _____
 - Current Balance of loan [approx.]: \$ _____
 - Date of your last payment [approx.]: _____
 - Name of borrower(s) on this loan: _____
 - Do you still have the closing documents? Yes No
 - Did you obtain mortgage insurance as a part of this loan? Yes No
 - Did you later refinance this loan? Yes No
 - If Yes, did you receive funds beyond the amount necessary to pay off the balance of the old loan? Yes No If Yes, how much \$ _____
 - How were the extra funds used? _____
 - What are your current monthly payments [approx.]? \$ _____
 - Are you current on this loan? Yes No
 - Do payments to bank include taxes and insurance? Yes No
 - Name of current servicer payments are to be made to: _____

Name of Original 2d Lender [Note: This is the bank that actually loaned you the funds]:

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- Date of 2st loan: _____
 - Amount of loan: \$ _____
 - Current Balance of loan [approx.]: \$ _____
 - Date of your last payment [approx.]: _____
 - Name of borrower(s) on this loan: _____
 - Was your second loan obtained from the same lender as your first loan? Yes No
 - Was it taken out at the same time? Yes No
 - Do you still have the closing documents? Yes No
 - Did you later refinance this loan? Yes No
 - If Yes, did you receive funds beyond the amount necessary to pay off the balance of the old loan? Yes No If Yes, how much \$ _____
 - How were the extra funds used? _____
 - Are you current on this loan? Yes No
 - What are your current monthly payments [approx.]? \$ _____
 - Name of current servicer payments are to be made to: _____

4. Is the property currently listed for a sale/short sale? Yes No
- Name of real estate agent and company: _____
 - How long has it been on the market? _____
 - Do you have a pending offer? Yes No
 - If Yes, what is status [e.g. submitted to bank; approved by bank, closing date, etc.]?
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5. Have you had contact with first and/or second lenders/servicers regarding a solution that would avoid foreclosure [e.g. short sale, deed-in-lieu, modification of loan, etc.]? Yes No
- If Yes, please describe: _____
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6. **Background Information** [Although this information occasionally helps me better understand your options, feel free to leave any personal information blank.]
- Monthly Housing Expenses [i.e. mortgage payments, taxes, insurance & HOA dues, if any] \$ _____
 - All Monthly Living Expenses [i.e. car, food, schooling, etc., including Monthly Housing Expenses above] \$ _____
 - Total Monthly Gross Income from all sources \$ _____
 - Age of Home Owner(s) _____
 - Dependent children living in residence [number, age] _____
 - If school age children, do you want to remain in current school district? Yes No
 - Current Marital Status: Single Married
 - Retired? Yes No
 - Employed? Yes No
 - If employed, is it secure? Yes No
 - If No, please explain _____
 - Plans to change employment? Yes No
 - If Yes, will it take you out of Oregon? Yes No
 - If you plan on leaving Oregon describe timing: _____
 - Ignoring IRAs, 401Ks, Social Security, 529s, and similar funds, do you have any monies that could be used for payment toward any deficiencies² due to the lender(s) upon completion of a short sale, deed in lieu, or foreclosure? Yes No

² The term “deficiency” refers to the difference between the net monies a lender or servicer receives from the short sale [or in the case of a deed-in-lieu-of-foreclosure, the value they book the home at when they take it back] and the remaining unpaid debt [i.e. principal and interest, late charges, advanced funds for insurance and taxes, etc.].

- If Yes, are you willing to contribute toward the deficiency? Yes No
- Please explain: _____
- In the event you dispose of the home [e.g. short sale, deed-in-lieu, foreclosure] do you have alternative living arrangements? Yes No

7. YOUR GOALS: Tell me the type of outcome you would like to see. [E.g. Short sale, deed-in-lieu of foreclosure, modification. Please explain.] _____

Date of completion of this Questionnaire: _____

Signature

Signature

Print Name

Print Name

THIS QUESTIONNAIRE MUST BE RECEIVED AND REVIEWED BEFORE OUR CONFERENCE. PLEASE COMPLETE AND RETURN IT, TOGETHER WITH YOUR SIGNED DISTRESSED HOUSING ENGAGEMENT LETTER.