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REAL ESTATE FORECLOSURES

"Investing in Foreclosure Properties"



Diane L. Drain
Attorney & Trustee

Investing in Foreclosure Properties

- Loan Documents
- Types of Lenders
- Government Loans
- Lien Properties
- Parties in Foreclosure
- Title Conditions
- Publication of Sale
- Pre-Foreclosure Purchase
- Residential vs. Commercial
- Reading the Foreclosure Notices
- Bidder's Deposits
- Lender's Credit Bid
- Auction Procedures
- Role of the Trustee



William Kozub
Attorney & Trustee

Real Estate Foreclosure Legal Issues

- Post Sale Concerns
- Legal Issues
- Predatory Lending
- IRS Liens
- Bankruptcy
- Title Insurance
- Ethical and Fiduciary Duties

GUEST SPEAKERS

Henry Soza, Investigator, Arizona Department of Real Estate - Predatory Lending Practices
J. Wayne Watson, Real Estate Broker, Mortgage Banker, Foreclosure Rescue LLC

CE Hours Available

Friday, March 31, 2006 9:00 a.m. to 1:00 p.m.

Scottsdale Civic Center Library Auditorium, 3839 Drinkwater Blvd., Scottsdale, AZ 85251

Tuition: \$45. Credit: 4 hrs R.E. Law (Pending Approval) For Reservations: Call 480-946-5388 or 1-800-659-8088. Fax form on page 29. Visa/Mastercard/American Express accepted.

Special Notice: This Seminar may qualify for 3 hours of continuing Legal Education

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HELP YOUR CLIENTS FIND THE RIGHT HOME... AND RIGHT LOAN!

By: Tom Diller

Merchants Information Solutions, a 93 year old Phoenix based company, has recently rolled out a suite of products that will enable loan officers to uncover errors and omissions in their customer's credit file which can cause lower scores.

The suite includes four powerful tools that take the guess work out of credit analysis.

With as many as two-thirds of credit reports having outdated or inaccurate information, these tools can save loan officers 3 or more hours per mortgage application. Because the tools are based on advanced hybrid artificial intelligence, statistical techniques, and analytical methods, human conjecture is eliminated and therefore the guess work is taken out of the picture. If the loan officer does not have the time or intellectual capital to work with customers in this capacity, then they can turn their customer over to Merchants. After we have worked with your customer, we will then refer them back to you.



Some of the tools we can offer to help you close more loans include:

Detective- Instantly identifies incorrect, missing, and outdated information

Essentials- Lets consumers know what their credit quality is, how it compares to others, and which positive and negative factors are impacting it

What-if Simulator- Lets users see what is likely to happen before they take action. Used to predict results, develop plans, and make informed decisions

FCRA Bilingual Certified Representative- As part of our suite of tools, we offer the assistance of a knowledgeable representative that understand the tools and know how to read credit reports

According to Minnie Rahn, a 25 year mortgage veteran with Great Southwest Mortgage, "Working with Merchants and their suite of products has not only helped me provide my customers with better loan programs including higher LTVs, they have actually helped turn some turndowns into loans. What's even better is that if I choose to pass off one of my customers to Merchants, one of their certified reps will work with my customer on my behalf and in the meantime I have more time to work on other deals."

Although some of these tools have been in the market place for a couple of years now, we are in the forefront bringing these solutions on a bundled offer. In addition, we include the assistance of a knowledgeable FCRA certified rep. Our representative becomes an extension for your loan officers. And because we are not "lenders" we are not competing with you for loans.

"Working with Merchants and their credit products has been a tremendous asset to my clients. It has provided them a means to evaluate and correct their credit. With this service my clients have gone on to eventually qualify for a home loan and thus achieve home ownership. Merchants' professionalism and quality in customer care has made this a very pleasant experience for all involved. When home ownership is the goal of my clients and there is a means by which it can be achieved, it becomes a Win Win for all! I would recommend this service to anyone who desires to purchase a home". Delinda Haynes of Keller Williams Realty.

Merchants Information Solutions, is the smart choice for individuals and businesses. For almost a century, Phoenix-based Merchants Information Solutions, Inc. (MIS) has been the leading provider of consumer, business, and mortgage credit information, as well as employment and resident background screening services.

Known nationally for its efforts to help individuals and businesses "get smart" about credit, Merchants also operates a full-service collections agency specializing in consumer, commercial and auto portfolio.

There's no secret to Merchants' long life. The company's success is the direct result of a simple formula that's been followed since 1912: a commitment to excellence, strong customer relations, reliability, and competitive pricing. ▲

For more information about Merchants mortgage solutions, contact Tom Diller at 602 744-3727.

Tom Diller is Director of Merchants Information Solutions, Mortgage Department, and has over 16 years experience in all facets of the lending industry.