



Housing Counseling Services, Inc.

Housing Counseling Services, Inc. (HCS) is a HUD approved nonprofit 501(c)3 organization that provides comprehensive housing counseling, training and advocacy for low- and moderate-income tenants, homebuyers, and homeowners. Our goal is to build sustainable communities through informed housing consumers. HCS is funded by the US Department of Housing and Urban Development, US Department of Veterans Affairs, DC Department of Housing and Community Development, DC Department of Health HIV/AIDS, Hepatitis, STD and TB Administration, DC Department of Human Services, DC Housing Finance Agency, DC Department of Insurance Securities and Banking, The Morris and Gwendolyn Cafritz Foundation, The Meyer Foundation, Enterprise Community Partners, DC Office of Human Rights, Mayor's Office on Latino Affairs, Mayor's Office on Asian and Pacific Islander Affairs, Building Bridges Across the River and your generous donations.



..Housing, etc.



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A Special Edition eNewsletter from Housing Counseling Services, Inc.
2410 17th Street, NW, Suite 100, Washington, DC 20009

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Preventing Foreclosure Requires a Team Approach

By Antionetta Kelley, Certified Foreclosure Prevention Counselor



In November 2010, the DC City Council passed the, "Saving DC Homes from Foreclosure Emergency Amendment Act." Intended to prevent a surge in homelessness amidst the 2008 economic crisis, this law prohibited lenders from foreclosing on delinquent borrowers within the standard ninety-day timeframe that other states generally follow. For the past three

years, The Department of Insurance, Securities, and Banking (DISB) and Housing Counseling Services, Inc. (HCS) have partnered to assist an influx of court involved homeowners. While the very thought of foreclosure proceedings, non-judicial¹ and judicial², creates stress and fear for many borrowers, DC's foreclosure process rings rather unique and fair. For this reason, homeowners who have recently been summoned to court or fear that they will should take note of the following tips to position themselves for more favorable outcomes:



* Be Productive

Housing counseling is multi-dimensional and it is crucial that homeowners make the most out of their coun-

seling sessions.

HCS's team approach enables the counselor and homeowner to work together to try to reach satisfactory results. Therefore, parties should meet each other half way during counseling and note each other's role to avoid duplicating efforts.

Don't hide from a late mortgage. Make the call...

The service is free.
The call is free.

855-449-CALL
202.265.CALL
(2255)

No se esconda de su hipoteca atrasada. Haga la llamada. El servicio y llamada son gratis.

Housing Counseling Services, Inc.
DC Department of Insurance, Securities and Banking

Germination



By
Kesha Robertson
HCS Case Manager

*I am the rose beneath the rose that grew from concrete
But I could not control when the sun would shine
So my petals never blossomed and my pollen was never exposed
I wanted to grow,
But I knew that even if I stretched pass the rose before me
My stem could never make me taller that those who would walk over me
My life seemed bound to failure
Until one day I had a chance to look at myself and realized
That I am a lotus and not a rose
The only nutrient I need is faith*



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Preventing Foreclosure Requires a Team Approach (Continued)



For example, it is generally the counselor's responsibility to educate the homeowner about his or her options, facilitate communication with the lender, and submit complete loss mitigation applications. As the counselor does his or her job, the borrower should simultaneously seek ways to improve their situations, such as, provide documents to the counselor or lender in a timely manner, increase income, and save money—to name a few.

* Be Prepared

As noted earlier, the fore-

closure process varies by state with DC now holding its own unique program. While lenders in non-judicial and judicial cases provide borrowers with the opportunity to apply for loss mitigation assistance³, *nothing* is guaranteed. Borrowers should prepare themselves for all possible outcomes, and utilize counseling sessions to fully understand next steps.

* Be Proactive

Contact your local housing counseling services agency right away. Housing Counseling Services, Inc. (HCS) remains at the fore-

front of dealing with foreclosure cases in DC, Maryland, and Virginia in all forms, non-judicial and judicial. The majority of our clients are DC homeowners who are involved in judicial foreclosure proceedings.

*** Call our hotline today to schedule an appointment:**

(202) 265-2255

The Service is Free

¹**Non-Judicial Process** – Lenders and borrowers work together directly to try to reach a solution.

²**Judicial Process** – The foreclosure process generally imposed by lenders when a mortgage is more than ninety days past due. At this stage, lenders refer delinquent borrowers' cases to an attorney.

³**Loss Mitigation Assistance** – Entails home retention and liquidation options that may benefit the borrower.