

June 9, 2011

To whom it may concern;

My name is Tonya Raisbeck and I am going to speak in support of continuing Michigan's 90 day pre-foreclosure law and in opposition of shortening the Michigan redemption period for properties in foreclosure.

I have been involved in the Real Estate Industry here in Michigan for over a decade. My experience includes being a mortgage loan closer, an independent contractor for HUD (Housing of Urban Development) servicing their foreclosed properties and nearly two years of assisting homeowners and lenders seek a solution to defaulted mortgages. Ironically, through unfortunate circumstances, I am now the face and voice of a Michigan homeowner in foreclosure.

My extensive Real Estate experience gives me an in site to the foreclosure crisis, we have all affected by, in Michigan. I have seen the negative effects of foreclosure from all sides of the issue.

To quickly refresh us of the troubling foreclosure statistics in Michigan, we are currently ranked the third highest state in the Nation. One in every 272 homes are in some stage of foreclosure. In January 2011, a total of 16,716 properties had a foreclosure filing. Michigan is one of only five states contributing to more than 50% of the Nations total foreclosures. In addition, Michigan is still ranking as having one of the highest unemployment rates Nationwide.

Michigan homeowners were not prepared for the auto industry collapse and/or the factories who sought outsourcing to reduce their balance sheets. It is evident in our state, these are two of the main reasons for our high number of unemployed families.

As reported by the "Michigan's Hardest Hit Program" out of the 817 families that have been assisted through the program, 545 of these families were unemployed. President Obama selected Michigan as one of only five states to receive these allocated funds for assisting homeowners and lenders find a solution to foreclosure.

I worked for almost five years servicing HUD properties throughout west Michigan, as a preferred service provider. I have assisted in over a thousand HUD owned foreclosures in this five year period. Experience in this field has shown, less than 1% of these properties were destroyed by the homeowner. If a property was vandalized it was vandalized while preservation services were being performed and the property was vacant waiting to be sold. It was proven, a home remaining occupied, will better hold its value and condition, than a vacant property. Vacant properties are remaining vacant for an

extended period of time.

Vacant properties are not only a hazard to our community they contribute to our declining property values, which results in a declining tax base, used to support our neighborhoods.

I began assisting homeowners and lenders find solutions to foreclosure in November 2008, well before any assistance programs were offered by the Federal government and/or our State. When Michigan enacted the 90 day pre-foreclosure law, July of 2009, this law had a positive impact on foreclosure counselors, homeowners and lenders, uniting the parties through the foreclosure process. Before this law was enacted it was difficult for a homeowner to know where to go when seeking assistance. Homeowners were often unsure of who owned the mortgage, if it had been sold or transferred and the individual or department to contact when seeking a solution to foreclosure. Michigan enacting the 90 day stay law, provided the counselors and homeowners with this information, while notifying the lender the borrower was interested in seeking assistance. Resulting in a beneficial solution for both parties.

For those homeowners who are seeking assistance with foreclosure and a lender chooses not to participate in the Michigan's 90 day stay law, court action is required in order to proceed with the foreclosure. Giving both parties an opportunity to speak their side. A fair resolve for both parties.

In addition, the Federal Government, has recently (February 2011) requested all lenders seek solutions to foreclosure aggressively. The Federal Government has stated lenders have 6 to 18 months to implement and show an increase in successful foreclosure solutions being provided to homeowners. Fines and penalties will be assessed for those lenders/servicers who do not comply.

Passing the extension for Michigan's 90 day stay pre-foreclosure law is necessary for Lenders, Homeowners, Renters, Citizens and the State of Michigan. Not passing the law or shortening the redemption period would work against the programs put in place for assistance. These mentioned assistance programs have not expired and are not expected to expire for over a year. The success of Michigan's Real Estate Industry depends on the extension of this law. Not extending the law at such a critical time, would be detrimental to our state, the great State of Michigan.


Tonya Raisbeck