



## Bridges over troubled waters

### Theme at Standard May Educational Seminar takes on today's economic realities

Speakers at the May Educational Seminar, co-sponsored by Standard Trust Deed and Scheer Law Group, LLP and held May 17 at the Holiday Inn, Emeryville, provided clarity on a diverse range of industry issues.

They revealed data that signified underlying strength of the California housing market; identified brazen ways in which criminals are perpetrating mortgage fraud, and explored the rights and responsibilities of lenders seeking to resolve loan performance issues resulting from mortgage fraud.

The presentations combined seasoned, often prescient insights into six hours of concentrated discussion.

Dennis Hart, Chief Executive Officer of First California Mortgage Company, examined the California housing market, concluding that we're in the middle of a market correction regarding home prices and we face another year of rising default activity, but the underlying market is sound.

Lewis Allen, representing Option One Mortgage, counseled a return to basics, such as additional training and rigorous documentation in loan underwriting and quality control to combat schemes



*Lewis Allen (left), Spencer Scheer (center) and Scott Myers were featured speakers at the May Seminar*

to defraud lenders perpetrated by mortgage industry insiders.

Spencer Scheer, the managing partner of Scheer Law Group, LLP and event co-sponsor, provided a practical view of tactics employed by lenders to recover from defaults, prefaced by the observation that, when it comes to litigation, "Love is sometimes better than war."

For an industry operating in the uncharted waters of tightened credit standards, rising loan performance issues and a rapidly changing competitive landscape, the event offered strategies for steering a sound course.

Dennis' presentation included a detailed assessment of California default activity, addressing both the cause ("... an enormous expansion of credit, not unlike the period leading up to October

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## BRIEFS

### Free tools in the fight against fraud

Verify the identity and certification level of appraisers by consulting [www.asc.gov](http://www.asc.gov), the official Web site of the Appraisal Subcommittee.

Obtain free property valuations that include street maps, aerial photographs and sales comparable listings at [www.realestateabc.com](http://www.realestateabc.com) and at [www.cyberhomes.com](http://www.cyberhomes.com).

To determine if a property in your loan pipeline has been listed for sale at a price lower than its appraised value, check for listings at [www.realtor.com](http://www.realtor.com).

To estimate the land value of residential property, obtain a free calculation of the value of improvements using the new construction cost calculator at [www.building-cost.net](http://www.building-cost.net).

Other fee-based resources include [www.swiftestimator.com](http://www.swiftestimator.com) from Marshall & Swift; and [www.craftsman-book.com](http://www.craftsman-book.com) from Craftsman Book Company.

### Scheer & Imfeld now Scheer Law Group, LLP

A long-standing friend of Standard Trust Deed, Scheer Law Group, LLP, recently changed its name from Scheer Imfeld, LLP.

The company's practice focuses on assisting secured lenders in California and remains at 155 North Redwood Drive, Suite 100, San Rafael, CA 94903. For information about the company and its services, visit them online at [scheerlawgroup.com](http://scheerlawgroup.com) or call them at 415.491.8900. ▲



## Values attract friends in deed

As Director of Marketing for Trigild Incorporated, Sarah Wuerth Szilagyi enthusiastically challenges the stigma often associated with receivership, particularly in situations where this approach can allow a business to continue to operate, generate cash, sustain or enhance business value, and preserve the interests of creditors and investors alike.

Receivership is an alternative to bankruptcy, a complex and expensive process that usually favors the debtor and may return only a fraction of the creditor's loan amount.

Receivership can offer faster recovery for the lender because it requires only a court hearing to appoint a receiver, who then serves as an agent of the court. It can be less expensive than bankruptcy because most of the work takes place outside of the courtroom and is focused on preserving the value of the business. Finally, receivership increases the likelihood that the lender will recover a significant portion of its investment.

Trigild, like Standard Trust Deed, is an independent provider in a real estate market increasingly dominated by industry giants offering a wide array of overlapping services.

Operating nationwide, Trigild is the only independent company specializing in non-performing commercial loans and offering



receivership/trustee, management and disposition services under one roof.

Trigild is on a growth track due to its broad client list of major lenders and servicers; the rise in commercial loan defaults and the company's specialized focus on real estate based businesses.

The company produces results because of the experience of its employees who, according to Sarah, average 25 years in the industry. And it is able to compete with larger players because of an old-fashioned commitment to the value of a relationship.

"We foster relationships that are based on trust and reliability," says Trigild's president, Bill Hoffman.

"We emphasize to our lender clients that they

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## Release is in sight

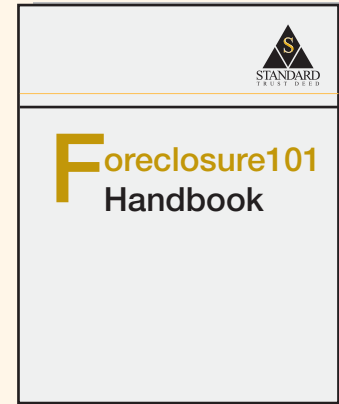
Standard Trust Deed offers the convenience of nationwide lien release services, which are designed to help customers cost effectively comply with state regulations governing the filing of loan satisfaction documents and corresponding filing fees.

Standard's turnkey service includes a review of the pay-off file to determine if there are specific release instructions for forwarding release notices; a service-level commitment to file notices within 30 days, or as designated by statute if less than 30 days, and full preparation, execution and filing of documents.

Standard's reconveyance service includes complimentary tracking and reporting that details the current status of every filing, and is available in hard-copy or electronic form.

As a convenience to customers, Standard processes and administers all payments to the appropriate county authority, which allows customers the convenience of a single payment to cover all findings in all jurisdictions.

For more information, contact Lou Ann Maihofer at 925.603.1031 or by e-mail to [louann.maihofer@standardtrustdeed.com](mailto:louann.maihofer@standardtrustdeed.com). ▲



## Foreclosure 101 Handbook explains the process free of charge

With the growing number of default filings in California, demand has never been greater for Standard Trust Deed's Foreclosure 101 Handbook.

Available free of charge, the handbook explains the steps in a non-judicial foreclosure process, a timeline that explains the steps and deadlines associated in foreclosure, a glossary of terms, an explanation of bankruptcy law and several strategies for foreclosure sales.

In addition, the manual contains forms and documents commonly filed during the default period and in foreclosure transactions.

To order your copy of the Foreclosure 101 Handbook, contact Lou Ann Maihofer at 925.603.1031 or e-mail her at: [louann.maihofer@standardtrustdeed.com](mailto:louann.maihofer@standardtrustdeed.com). ▲



Telephone 800.253.2580 or visit [standardtrustdeed.com](http://standardtrustdeed.com)

## 'Changing climates demand bold, competitive ideas'

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3, 1929") and the likely outcome ("foreclosures will continue to rise, peaking in 2008").

Mortgage default activity, currently hovering around 50,000 filings per quarter, could rise to 80,000 filings by the second quarter of 2008. Still, he believes, underlying economic factors such as job growth, housing demand and population trends augur well for California's prominence in the national real estate economy.

Citing a rise in cases of mortgage fraud involving appraisal, Lewis identified Internet-based resources to help lenders confirm the identity and certification of appraisers, confirm home values and to instantly obtain satellite and aerial photographs of neighborhoods to understand market condition and location differentials (see sidebar). While faulty appraisals often factor into the most egregious kinds of mortgage fraud, Lewis believes the appraiser is often an unwitting pawn, their identity subject to misappropriation, their ongoing challenge to



discern which market sales represent valid sales comparables.

In the afternoon session, Spencer explored the causes and consequences of loan defaults along with tips for recognizing and preventing

problematic loans before funding, with strategies for asset recovery when borrowers default. For those facing the prospect of litigation (either as plaintiff or defendant), he identified strategies for resolving disputes outside of the courtroom as well as litigation strategies for assuring a favorable outcome in court. His session also explored the problematic combination of rising bankruptcy filings, particularly at a time when home prices are in decline.

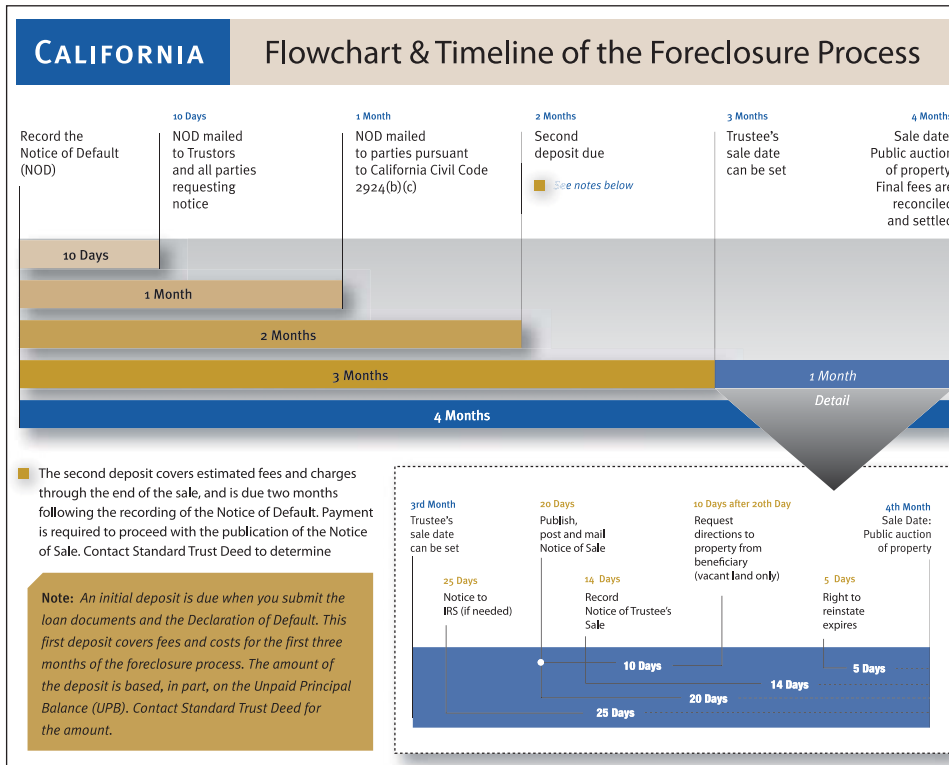
Now in its fifth year, the May Educational Seminar is proving to be increasingly pertinent to lenders, investors and real estate professionals who seek practical solutions for contemporary challenges. Given what many believe will be a volatile market for at least the next twelve months, the 2008 May Educational Seminar program will almost certainly offer even greater value.

To receive copies of speaker hand-outs for the conference, contact Lou Ann Maihofer at 925.603.1031 or e-mail Lou Ann at: [louann.maihofer@standardtrustdeed.com](mailto:louann.maihofer@standardtrustdeed.com). ▲



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## Standard Trust Deed plans to cover the foreclosure process 'at a glance' for five states on the Web



Foreclosure flowcharts in a time-line format, such as this sample chart, which details the process in California, will be available on Standard Trust Deed's Web site in the coming weeks. Additional flowcharts will also be available for Arizona, Nevada, Oregon and Washington. ▲

### Standard employees complete educational milestones as part of an ongoing program

Standard Trust Deed supports its associates who seek continuing education and professional certification in relevant areas.

We want to acknowledge and congratulate the following employees for their achievements in professional development:

June Christy completed Level I certification in Arizona, California and Nevada, and Level II certification in California, offered by United Trustees Association.

Amy Rigsby completed Level I certification in Arizona, California and Nevada, and Level II certification in California, offered by UTA. Amy also completed coursework in supervisory training and management communication.

Scott Myers, president of Standard Trust Deed, completed the Mortgage Bankers Association Best Practices Default Administration Workshop. He has also completed the School of Mortgage Banking Level 1 course and is completing requirements to obtain his Master Certified Mortgage Banking certificate.

"We think these educational programs are beneficial for our employees and for our company as a whole," says Scott. ▲

## Friends in deed

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can call anyone on our management team at any time for assistance or information."

Scott Myers, Standard Trust Deed's President, sees similarities between Trigild and Standard in the two companies' mission and culture.

"We focus on helping our customers quickly and professionally address asset performance issues," Scott says. "The quality of our service depends on the experience and dedication of our people, and that is a cornerstone principle for both companies."

Because of the values they share, Trigild and Standard Trust Deed are quick to recommend each other as experienced and reliable providers in their respective industries. In addition, they often collaborate to advance the cause of education by hosting educational seminars or speaking at industry events.

"The more people you know in this business, the better," says Sarah. "It's good to have relationships with companies who share your point of view and are willing to advance your cause."

Scott agrees, saying, "Our relationship with Trigild allows us to provide a full suite of services for our customers, whether they're a large, commercial lender, a community bank or an individual investor."

For more information about Trigild, visit the company's Web site at [www.trigild.com](http://www.trigild.com), or call Sarah Wuerth Szilagyi at 858.720.6716. ▲