

Mortgage Loss Mitigation in 2008: Real Estate Agents Report on Lender Practices

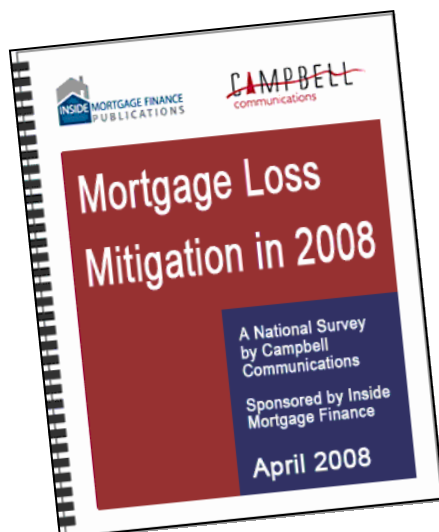
A Major New Study on Loss Mitigation Performance

*A National Survey by Campbell Communications
Sponsored by Inside Mortgage Finance*

Mortgage servicers, investors and others are employing a variety of workout strategies to minimize their current losses and resolve problem loans. But there are some big differences in the way various players handle mortgage defaults and property sales.

That's why *Inside Mortgage Finance* and Campbell Communications conducted the first national study of loss mitigation performance, involving a major survey of real estate agents and brokers. A report of the findings, "Mortgage Loss Mitigation in 2008: Real Estate Agents Report on Lender Practices," was released in mid-April.

Learn the Answers to Key Strategic Issues



- What succeeds in pre-foreclosure sales, short sales and REOs?
- What commissions are being paid for REO sales?
- What are the most effective tactics for speeding up the sale of REO properties?
- How do servicers rate in a variety of factors related to pre-foreclosure and short sales?
- How do specific servicers rate in terms of REO sales?
- And many other actionable findings for strategic decision-making.

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Choose From Three Special Reports, Tiered Pricing

Mortgage industry management, Wall Street executives, government analysts and others can find their choice of reports from the comprehensive study on loss mitigation.

- Mortgage Loss Mitigation in 2008 with Ratings, 235 pages (See Table of Contents at http://www.campbellsurveys.com/agent08/AgentLossMit_TOC.pdf) — \$12,500.00
- Mortgage Loss Mitigation in 2008 without Ratings, 124 pages (All contents of the above report except for the sections rating servicers, REO investors and asset managers) — \$4,950.00
- Mortgage Loss Mitigation in 2008: Executive Summary with Commentary (Qualitative findings with extensive comments by real estate agents) — \$495.00

(Note: Purchasers of the Report without Ratings and the Executive Summary may move up to the next level by paying the incremental difference between prices.)

Actionable Intelligence for Senior Management

The survey report provides mortgage servicing executives and loss mitigation teams with quantifiable data about what is working and what is not – for servicers, real estate agents and home sellers -- in today's stressed workout environment. Survey topics include:

- Reasons for real estate agents not listing pre-closures and short sales
- Reasons for real estate agents not showing short sale and REO properties
- Most common commissions for short sales
- Reasons for real estate agents not listing REOs
- Most common commissions for REOs
- Frequency and types of damage of REO properties
- Tradeoffs for agents between service and commissions

Review the Survey Online

The survey instrument may be reviewed at www.campbellsurveys.com/agent08. Designed by Geosegment Systems and Campbell Communications, with input from Inside Mortgage Finance Publications and interviews with real estate agents and major loan servicing executives. Pretested regarding content and online compatibility.

Delivery of Report

Customers will receive expedited electronic delivery of findings in order of purchase.

For more information or to order the new survey report, contact John Campbell at 202.363.2069 or john@campbellsurveys.com.