



**BPE Law Group**  
A Professional Corporation

# LEGAL UPDATE FOR REALTORS

## MARKETING UPSIDE DOWN REAL ESTATE

February, 2011

### THE BPE \$200 CONSULT

Learn Risk exposure to:

- (1) Deficiency Judgment
- (2) Debt Forgiveness Tax
- (3) Credit Damage
- (4) Career Damage

Find best risk avoidance strategies.

Call BPE for an appointment today.

*Want the latest news about changes  
in Real Estate and Business law?*

*Check out Steve's Blog at*

[www.stevebeede.com](http://www.stevebeede.com)

#### **Recent Topics:**

- Debt Forgiveness Tax Update
- Real Estate Outlook for 2011
- National Foreclosure Reform
- Good News in Housing Mess
- Robo-signing Issues

### **NEED LEGAL HELP NOW?**

Contact Steve at:

**BPE Law Group, Inc.**  
**11140 Fair Oaks Bl., Suite 300**  
**Fair Oaks, CA 95628**  
**(916) 966-2260**  
[www.bpelaw.com](http://www.bpelaw.com)  
[sjbeede@bpelaw.com](mailto:sjbeede@bpelaw.com)

### **SEMINARS**

BPE Law's attorneys are available for legal update training for Realtors and real estate professionals

### (1) MODIFICATIONS ARE NOT LIKELY

- Lack of Lender willingness to take hit
- Failure of Government Programs - HAMP (4.5%)
- Legal elimination of Loan Modifiers (SB 94)
- HAMP Principal Reduction Act / Lenders Policies

### (2) SHORT SALE & REO ARE THE MARKET

- Inventory Growing
- HAFA Program - Short sales & Deeds in Lieu
- Loan litigation - Robots & scams
- Legislation - SB 931 = CCP 580e
- Lender timing - BofA delays continue
- Changing face of Sellers:
  - Some can't short sell - Asset heavy
  - Some can't foreclose - Career killers

### (3) FORECLOSURES & BK INCREASING

- Increasing Lender Recourse Litigation - Jr. Loans
- Reduction in extensions to close short sales
- Bankruptcy loan stripping
  - BK doesn't change ownership
- Importance of Credit Rebuilding

### (4) ROLE OF ATTORNEY

- Advise Client & Agent of Liability & Strategies
  - Review documents for hidden traps
  - Provide analysis support for Hardship Package
  - Help Parties get the Deal Closed
  - Insulate Agent from Liability for Advice
  - Provide legal representation for Agents & Clients
- Agents Should Never Play Lawyer***

### (5) BE THE RESOURCE OF HOPE

- Stay Current on evolving options
- Know Likelihood of Success upfront
- Help Clients Bridge the Moral Dilemma
- Keep Client focused on the Goal

## MEET THE BPE LAW PROFESSIONALS

### Areas of Legal Practice:

#### **Transactions & Litigation**

- *All Real Estate Areas*  
*Including Landlord - Tenant*
- *Business formation & operation*
- *Estate Plans & Probate*
- *Personal Injury*  
*- and many other areas -*

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#### **Recent Successes for our Clients:**

- \$580,000 for property owner
- \$215,000 for non-disclosure
- \$300,000 for contractor  
*- and many more -*

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*Have Questions on any real estate or business legal issues...*

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### **THE BPE \$200 CONSULT**

*Get a confidential attorney review of your financial exposure and plan strategies to protect your assets.*

*Call BPE for an appointment today.*



**STEVE BEEDE** - Since founding the law firm in 1995, Steve has personally handled over 1,000 cases from contract reviews to complex multi-party litigation. With over 30 years of experience in real estate investing, management, brokerage, and law, including guiding his clients through the market crashes of 1981, 1986, 1990, and 2006. Steve has the knowledge to help upside down owners find direction through this present recession. [sjbeede@bpelaw.com](mailto:sjbeede@bpelaw.com)



**ROBERT ENOS** - Robert has been handling construction defects, business disputes, and personal injury cases since 1996. His expertise in complex business and technical litigation involves cases from Alaska to Florida to China. Rob serves on the Placer County Tax Appeals Board. [rjenos@bpelaw.com](mailto:rjenos@bpelaw.com)



**KEITH DUNNAGAN** - Keith is licensed to practice law in California and Washington and focuses on complex real estate and business civil litigation in both State and Federal Court. Keith is a court-qualified expert in short sales and foreclosures and he also represents creditors and debtors in collection actions. [kbdunnagan@bpelaw.com](mailto:kbdunnagan@bpelaw.com)



**ALEX MUNN** - Alex focuses on civil law primarily working with lenders and insurance companies in settling claims and litigating disputes. He's been called a miracle worker for his success in negotiating away recourse on upside-down loans. [awmunn@bpelaw.com](mailto:awmunn@bpelaw.com)

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**BPE LAW GROUP, INC.**, is a Sacramento law firm based in Fair Oaks providing advice, negotiation, and legal representation for clients world-wide. The firm focuses primarily on **Real Estate, Business, and Estate Planning** and handled over 1,300 cases in 2010 alone. You can reach the firm at BPE Law Group, Inc., 11140 Fair Oaks Blvd., Suite 300, Fair Oaks, California 95628, Ph: (916) 966-2260 Fax: (916) 966-2268, e: [sjbeede@bpelaw.com](mailto:sjbeede@bpelaw.com). Join us on the web at [www.bpelaw.com](http://www.bpelaw.com).

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