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### “A Seven on Your Side Special: The ABC’s of the Housing Market”

**Show:** A Seven on Your Side Special: The ABC’s of the Housing Market  
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#### Summary:

Consumer Specialist **Ric Romero** examines the mortgage crisis, the rise in foreclosures, falling median home prices and low home sales. With the recent statistics indicating a drop in home prices in Southern California, it looks like a good time for first-time homebuyers to make a purchase. We talk to **Emily and Robert Duban**, a married couple who were able to buy their first home together as a result of the sluggish market. Realtor **Michael Caruso** says the new FHA mortgage limits have helped first time homebuyers get into homes.

Then, we talk to older homeowners – those nearing or already in retirement. They’ve opted to purchase homes in retirement communities, with new amenities that set them apart from retirement communities of the past. Homeowners **Nancy Crummel, Saul Shulman, Mel Wadley, Corki Shneider, Carol Revers, Eda Farinacci, Betty Miller and John Silverman** each discuss why they chose to purchase in the over 55, Trilogy Development.

With foreclosures inundating the housing market, some homeowners who were on the verge of losing their homes have been able to keep them by re-negotiating with lenders. **Belinda Pugh** is a homeowner who was able to stay in her home by re-working her adjustable rate mortgage with her lender. **Tom Fahrney** specializes in negotiating foreclosures with lenders, to help people stay in their homes.

With foreclosures reaching record numbers, foreclosure auctions are creating an opportunity for bargain hunters. Ric talked to Auctioneer **David Webb** about the auctioning process and how more and more bank owned properties are going up for sale through auctions. **Colleen Rutledge** recently purchased a home at an auction, then renovated it and planned on flipping the property. But after the fallout of today’s market, she had to reduce her sale price numerous times and thinks she’ll be lucky to walk away with any profit.

With falling home prices and homes sales at a record low, it might appear to homeowners that it’s the wrong time to sell. But with a little effort and some minor improvements – homeowners can make their property ready for sale, even in a downturn market. Realtor **Connie De Groot** shows **Charles and Dina Crump** how to get their home market ready.

Home Swapping is a way for homeowners to get out of their home without taking a financial hit on declining property values and getting out of the market completely.

You swap your home with another homeowner's in the area you'd like to live...any difference in price is paid in cash. Homeowners can find others willing to swap properties online. **Jerry Stussman** is an example of one homeowner who's made home swapping work for him.

Just as California home prices are falling, so are appraisals. We talk to **Denise Weaver**, who was about to purchase a condo and put down a deposit. When her lender appraised the home, it came back lower than the price she agreed to pay for the home. She was unable to get the loan from her lender and had to hire an attorney to try to get her deposit back. **Alan Wallace** is an attorney specializing in real estate and warns that buyers should be careful before signing a contract and putting down a deposit.

**Hosts: ABC7 Consumer Specialist Ric Romero**

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