COMMUNITY ASSOCIATION MANAGEMENT
Queen's Court « 800 Bethel Street, Suite 501 « Honolulu, Hawaii 96813

February 7, 2011

TESTIMONY HB 321 (COMMENTS)
HB 1544 (OPPOSED), & HB 1600 (SUPPORT)
COMMENTS

Hawaii First is the third largest association management company in Hawaii and sees daily the affect on Associations and its owners resulting from foreclosures and the non payment of maintenance fees. There are many foreclosure bills and the issue I want to comment on my SUPPORT for the removal of the lender's cap of $3,600 on Association maintenance fees. The following are very important facts:

- ✓ Lenders approve the mortgage of the borrower and the Association inherits the owner who is then subject to Association maintenance fees. The Association had no choice in the matter
- ✓ Association budgets are zero based. The Association collects just enough money thru maintenance fees to pay the operating cost and fund the reserve. Reserve funding is a requirement in current law and there are severe contribution requirements to make up for unfunded contributions. Unfunded reserves further makes it difficult if not impossible for owners to refinance or obtain new financing for their apartment based on current FHA and HUD Rules.
- ✓ $3,600 as a cap for 6 months is insufficient to reimburse the Association for the actual maintenance fees. The Association thru its maintenance fees insures the delinquent apartment and maintains the property do the lender can eventually sell it. The lender should not get a free ride. For example, one penthouse apartment, the fees alone are $1,400 per month plus electricity billing or approximately $2,000 per month; $12,000 in six months. Most association maintenance fees currently exceed $600 per month. The loss of income for one apartment can be devastating for the many small condominiums that are only 4, 8, 12 units.
- ✓ There are mixed use projects with commercial apartments. Some of these fees can be as high as $30,000 per month. The Ilikai's commercial apartments generated $700,000 in delinquent maintenance fees in just 6 months. Ordinary residential owners had to make up the budget short fall.
- ✓ Lenders are slow to foreclose today as the lender would be responsible for maintenance fees on transfer of title. Delinquent maintenance fees typically far exceed 6 months. Lenders continually postpone auctions for this purpose in an effort to work out their loan with no consideration of the increasing delinquent association maintenance fees as there is a $3,600 artificial cap. In the end, the responsible paying homeowner will foot the bill and such demand to cover the short fall may result in more foreclosures. Some apartment delinquencies now exceed $30,000.

The fair and equitable law is to remove the cap and simply require 6 months fees to be paid. The lender made the loan and should ultimately be responsible for its credit decision. Even with this policy, associations will suffer a financial hit as almost always the delinquency exceeds 6 month's maintenance fees.

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Community Association Management
Queen's Court « 800 Bethel Street, Suite 501 « Honolulu, Hawaii 96813

I generally support the current proposals with regard to banks and its foreclosure process, provided the non judicial foreclosure process remains for associations..

In the end, 1) associations need to be allowed non judicial foreclosures so that rental income can offset the lost maintenance fees and 2) the $3,600 cap must be removed to provide some relief for the lost income to associations.

After all, the association did not make the loan in the first place. We are innocent bystanders that must continually insure the property, provide utilities, maintain, and protect the project.

Warmest aloha,

Richard Emery
President

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P.O. Box 976
Honolulu, Hawaii 96808

February 7, 2011

Honorable Robert N. Herkes
Honorable Gilbert S.C. Keith-Agaran
Commerce and Consumer Protection
415 South Beretania Street
Honolulu, Hawaii 96813

Re: HB 1544 OPPOSE

Dear Chair Herkes, Chair Keith-Agaran and Committee Members:

I chair the CAI Legislative Action Committee. CAI opposes HB 1544. CAI supports HB 1600 instead.

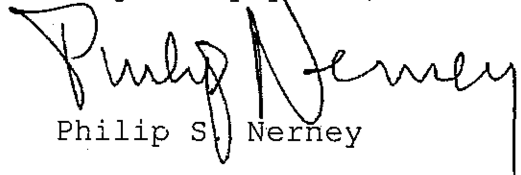
HB 1544 is reminiscent of HB 1600, **but it omits critical pieces of existing law**. This can be seen, for example, on page 13, line 17 of HB 1544, which refers to "section 514B-146.2" No such section currently exists.

The source document from which HB 1544 derives did have reference to a section designated 514B-146.2. It had other sections as well.

As noted in testimony supporting HB 1600, placing foreclosure authority into section 514B-146 makes that section very long. Thus, other parts of the existing section 514B-146 were re-designated in separate sections. In one draft, they were designated -146.1, -146.2 and -146.3.

Thus, CAI opposes HB 1544 because it would remove critical pieces of existing law for no apparent reason. CAI would strongly oppose removal of those pieces of existing law no matter what reason might be asserted in favor of removal.

Very truly yours,



Philip S. Nerney

Laulima, LLC.

Pupukahi I Holomua- Together we can move forward

COMMITTEE ON CONSUMER PROTECTION & COMMERCE
Rep. Robert N. Herkes, Chair
Rep. Ryan I. Yamane, Vice Chair

DATE: Wednesday, February 9, 2011
TIME: 2:00 p.m.
PLACE: Conference Room 325
State Capital
415 South Beretania Street
RE: Testimony on House Bill 879, 582, 1411, 1410, 1484, 321 & 1544

My name is Kale Gumapac, President of *Laulima, LLC*, formerly known as *Hawaiian Alliance, LLC*. I am submitting my testimony as comments regarding House Bills 879, 582, 1411, 1410, 1484, 321 & 1544 which all have to do with mortgages and foreclosures. My company used to provide education, counseling, forensic mortgage auditing, attorney referrals and paralegal research on mortgage foreclosures to homeowners and attorneys. Since my company's reorganization our business name was changed from *Hawaiian Alliance* to *Laulima*, referring to the cooperative nature of our company with our clients, and our focus is investigating land titles for the purpose of filing insurance claims with our client's title insurance companies from whom they purchased an owner's and lender's title insurance policies should there be a defect in title.

Previously unknown in contemporary legal understandings of Hawai`i's history are two executive agreements that settled the overthrow of the Hawaiian government and continue to remain binding upon the current United States President, Barack Obama, as successor of President Grover Cleveland, under both international law and U.S. Federal law. The first agreement is a temporary and conditional assignment of executive power by Queen Lili`uokalani to the U.S. President on January 17th 1893 calling for an investigation of the participation of U.S. troops and actions of its diplomat in the overthrow of the Hawaiian government, and after the investigation to restore to the Queen her constitutional authority. Pursuant to Article 31 of the Hawaiian constitution, the Queen's authority was that she was constitutionally vested with the executive power and it was her duty to ensure that certain insurgents be apprehended by the police for committing the crime of treason, being a violation of Chapter VI of the Penal Code. But for the presence of U.S. troops who were ordered by the U.S. diplomat to protect the insurgents, the police force, headed by Marshall Wilson, would have been able to apprehend the insurgents. President Cleveland accepted this temporary and conditional assignment on March 9th 1893, and initiated the investigation by appointing James Blount as Special Commissioner to report his findings to Secretary of State Walter Gresham. This first executive agreement is called the *Lili`uokalani assignment*, which also temporarily transferred and assigned to the President the administration of Hawaiian Kingdom law. The investigation was initiated on April 1 and completed on October 18, 1893.

The investigation concluded that the U.S. diplomat, John Stevens, and naval commander, Captain Wiltse, violated international law and were responsible for the overthrow of the Hawaiian government. On October 18th, Secretary of State Walter Gresham directed the new U.S. diplomat assigned to Hawai`i, Albert Willis, to begin negotiations for settlement and restoration of the Hawaiian government as it stood before the landing of U.S. troops on January 16, 1893, with the condition that after restoration and reassignment of the

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executive power, the Queen would grant amnesty to the insurgents. At this first meeting between the Queen and U.S. Minister Willis on November 13th 1893 at the U.S. legation (embassy) in Honolulu, Willis, on behalf of the President, sincerely apologized for the reprehensible conduct of its diplomat and naval commander and that the President determined that the Hawaiian government must be restored, but only after a guarantee that full amnesty could be granted to the insurgents by the Queen. At this first meeting the Queen refused to grant amnesty, but after three more meetings with the U.S. diplomat she agreed and a declaration was signed by her on December 18th and dispatched to the U.S. State Department on the 20th. This is the second executive agreement known as the *Agreement of restoration*, whereby the Queen would grant amnesty "after" the government was restored and the executive power returned.

The Hawaiian Kingdom's status was that of a recognized sovereign and independent State under international law. Contrary to the language in Public Law 103-150 native Hawaiians are not indigenous peoples within the United States, but are nationals of a recognized sovereign and independent State. One might object, arguing, how can a State that has not had a government for 118 years still have citizens? Hawaiian nationality persists through time even without a government, because nationality arises as an incident of the continuity of State sovereignty and not the continuity or discontinuity of the governmental apparatus. One can be born the "national" of a State even if the State is "occupied" by a foreign government for a long period. Current examples would be Latvia, Lithuania and Estonia, which were occupied by the Soviet Union for more than fifty years. This would also be true of any child born in Iraq to Iraqi nationals since the beginning of the US occupation since 2003 to 2004.

Thus State sovereignty exists until properly extinguished, and this sovereignty is separate and distinct from another sovereign authority that may be effectively operating in its boundaries. This situation—two sovereigns in one country—is referred to by international law as *occupation*. Both the 1893 *Lili`uokalani assignment* and the international laws of occupation mandate that the occupying State administer the laws, both civil and penal, of the occupied State, being the Hawaiian Kingdom. This is not discretionary on the part of the occupant. It is a *mandate* caused by the fact that the occupied State's sovereignty did not merge with the occupier's sovereignty, and therefore the occupier is barred from administering the occupier's national laws within the boundaries of an independent and sovereign State. American law was not applied in occupied Japan after World War II, Japanese law was. American law was not applied in Iraq, after the overthrow of the Iraqi government. Iraqi law was.

Since the United States is a Federal government, States within the Federal Union are subject to the supremacy of Federal laws and treaties, in particular, executive agreements. Article VI, clause 2, of the U.S. constitution, provides: "This Constitution, and the Laws of the United States which shall be made in pursuance thereof; and all treaties made, or which shall be made, under the authority of the United States, shall be the supreme law of the land; and the judges in every state shall be bound thereby, anything in the constitution or laws of any state to the contrary notwithstanding." In *U.S. v. Belmont*, 301 U.S. 324 (1937), *U.S. v. Pink*, 315 U.S. 203 (1942), and *American Insurance Association, et al. v. Garamendi*, 539 U.S. 396 (2003), the U.S. Supreme Court affirmed that executive agreements entered under the sole authority of the President in foreign relations with foreign states does not require ratification from the U.S. Senate to have the force and effect of a treaty; and that executive agreements bind successor Presidents for their faithful execution. In particular, the Court stated in *Garamendi*, "Specifically, the President has authority to make 'executive agreements' with other countries, requiring no ratification by the Senate or approval by Congress." And in Belmont, the Court stated:

"We held that although [an executive agreement] might not be a treaty requiring ratification by the Senate, it was a compact negotiated and proclaimed under the authority of the President, and as such was a 'treaty.'"

For the past 118 years, President Cleveland, and his successors in office have violated the *Lili`uokalani assignment*, being an executive agreement, which mandated the President and his successors in office to administer Hawaiian Kingdom law. As a result of the President's failure to administer Hawaiian law all acts performed by the provisional government and the Republic of Hawai`i on behalf of or concerning the Hawaiian Islands cannot be considered lawful because these individuals were insurgents and were not granted amnesty from the Queen because the Hawaiian Kingdom government wasn't restored and the executive power returned. According to §1255 of the Hawaiian Civil Code, the execution of a deed of conveyance and mortgage under Hawaiian law must first be acknowledged by "the party or parties executing the same, before the Registrar of Conveyances, or his agent, or some judge of a court of record, or notary public of this Kingdom," and then pursuant to §1262, the deed must be recorded in the Bureau of Conveyances, where "all deeds, leases for a term of more than one year, or other conveyances of real estate within this Kingdom shall be recorded in the office of the Registrar of Conveyances." According to Justice Judd in *Kaaihue v. Crabbe*, 3 Haw. 768, 773 (1877), "The Legislature deemed it advisable that deeds of landed property should be recorded." §1267 of the Civil Code also provides that "no person who is not a subject of this Kingdom shall be eligible to the office of notary public." Only Hawaiian subjects can serve as notaries public under Hawaiian law.

Deeds of conveyance of real property and mortgages after January 17, 1893 cannot be considered lawfully executed because the Registrar of Conveyances or notaries public were not lawfully vested with the authority to acknowledge the execution of deeds of conveyance and mortgages because they were insurgents and members of the so-called provisional government and its successor the Republic of Hawai`i—not officers of the Hawaiian Kingdom. Since August 12th 1898, execution of deeds of conveyance of real estate and mortgages also cannot be considered lawfully executed because these insurgents were maintained under the Territory of Hawai`i government, and only Hawaiian subjects can serve as the Registrar of Conveyance and notaries public. Because Hawaiian Kingdom law was not being administered, it in effect, renders all conveyances of real estate and mortgages securing the repayment of loans within Hawaiian territory since January 17, 1893 to the present null and void. The notary public and Registrar of of Conveyances were not competent to execute deeds or mortgages.

Our company operates in strict conformity to the *Supremacy clause* of the United States Constitution, whereby executive agreements are the supreme law of the land and anything in the constitution or laws of the State of Hawai`i to the contrary notwithstanding. Mortgages are liens mortgaged to the lender to secure the repayment of the promissory note. Without legal title vested in the mortgagor, there is no mortgage and therefore no foreclosure. To protect the lender should there be a defect in the title, the lender requires the borrower to purchase a lender's title insurance policy to pay off the loan; and in order to protect the owner should there be a defect in the title, the owner purchases an owner's title insurance policy to pay the owner the stated coverage of the policy, which is usually the value of the property. Title insurance polices are indemnity contracts that insures the accuracy of the title search performed by local title companies, and if accepted by the underwriters of the major title insurance companies, a policy is issued.

For these reasons, our company now focuses on investigations of land titles for the purpose of filing claims of defect in title, which is a covered risk in the lender's and owner's title insurance policy. *Laulima, LLC*, has retained an expert consultant and attorneys to represent their clients in their claims with the title insurance company and even goes as far to assist the lender to file their claim under the lender's policy, which

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the lender required the borrower to purchase for their protection. Therefore, in closing, I suggest that this committee reevaluate these mortgage and foreclosure bills in light of the executive agreements and the mandate of the Supremacy Clause of the United States Constitution. Because these executive agreements exist, there are no valid mortgages. Proper relief for lenders would be their lender's title insurance policy, which they required the borrower to purchase for their protection should there be a defect in title. Therefore, lenders cannot rely on foreclosure proceedings, whether judicial or non-judicial, to recover on the outstanding loan without committing fraud.

I've included with this testimony two articles by Ticor Title Insurance Company that explains the "what" and "why" of title insurance, which can also be accessed online at https://www.ticortitle.com/title_insurance.asp.

Kale Gumapac
President
Laulima, LLC

What Is Title Insurance? (https://www.ticortitle.com/whatistitle.asp)

A Word About Real Estate
Real estate has traditionally been a family's most valuable asset. It is a form of wealth that is protected by many laws. These laws have been enacted to protect one's ownership of real estate and the improvements located on the land. The owner, the owner's family, and the owner's heirs have rights or claims in and to the property that you are buying. Those who may have an interest in or lien upon the property could be governmental bodies, contractors, lenders, judgment creditors, the Internal Revenue Service, or various other individuals or corporations. The real estate may be sold to you without the knowledge of the party having a right or claim in and to the property. In addition, you may purchase the real estate without having any knowledge of these rights or claims. In either event, these rights or claims remain attached to the title to the property that you are buying until they are extinguished.

The Past Can Determine Your Future
Generally, a person thinks of insurance in terms of the payment of future loss due to the occurrence of some future event. For instance, a party obtains automobile insurance in order to pay for future loss occasioned by a future "fender bender" or for the future theft of the car. Title insurance is a unique form of insurance. It provides coverage for future claims or future losses due to title defects which are created by some past event (i.e., event prior to the acquisition of the property.) These risks are far less obvious than those protected against by automobile insurance, but can be just as devastating. The following information will answer some commonly asked questions about title insurance.

Will You Get Clear Title?
It is of utmost importance that you receive clear title to the property when you purchase real estate. In order to do so, you must first be informed of any existing rights or claims that may, in the future, threaten your title and possession to the property. Title insurance provides you with this twofold protection.

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How Do You Find Out What Claims Exist?
In order to determine the status of title, Ticor Title conducts a diligent search of the public records for those documents associated with the property. Ticor Title then examines those recorded documents in order to determine if there are any rights or claims that may have an impact upon the title to the property. The title search may reveal the existence of recorded defects, liens or encumbrances upon the title such as unpaid taxes, unsatisfied mortgages, judgments and tax liens against the current or past owners, easements, restrictions and court actions. These recorded defects, liens and encumbrances are reported to you prior to your purchase of the property. Once reported, these matters can be accepted, resolved or extinguished prior to the closing of the transaction. In addition, you are protected against any recorded defects, liens or encumbrances upon the title that are unreported to you and which are within the coverage of the particular policy issued in the transaction. This is the first benefit you receive from title insurance.

What About Undiscovered Claims?
The title to the property that you have purchased could be seriously threatened or lost completely by hazards which are considered "hidden risks." "Hidden Risks" are those matters, rights or claims that are not shown by the public records and, therefore, are not discoverable by a search and examination of those public records. Matters such as forgery, incompetency or incapacity of the parties, fraudulent impersonation, and unknown errors in the records are examples of "hidden risks" which could provide a basis for a claim after you have purchased the property. In order to protect you against this possibility, Ticor Title provides insurance coverage for such claims. This is the second benefit you receive from title insurance.

How Does a Title Insurance Policy Protect Against All These Claims?
If a claim is made against your insured title, Ticor Title protects you by: (1) Defending your title, in court if necessary, at no cost to you, and (2) Bearing the cost of settling the case, if it proves valid, in order to protect your title and maintain your possession of your property.

Title Insurance Protects Your Asset
Title insurance gives you the assurance that possible clouds on title to the property you are purchasing - which can be discovered from the public records - have been called to your attention that such defects can be corrected before you buy. Additionally, it is insurance that if any undiscovered claims covered by your policy arises out of the past to threaten your ownership of real estate, it will be disposed of, or you will be reimbursed exactly as your title insurance policy provides.

Only One Premium
Unlike other forms of insurance, the original premium is your only cost as long as you or your heirs own the property. There are no annual payments to keep your Owner's Title Insurance Policy in force.

Why Do You Need Title Insurance? (https://www.ticortitle.com/whyneedtitle.asp)

To protect possibly the most important investment you'll ever make - the investment in your home. With a title insurance policy, you as owner, have an indemnity contract that will reimburse you for loss in the event someone asserts a claim against your property that is covered by the policy.

How can there be a title defect if the title has been searched?

Laulima, LLC.

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Title insurance is issued after a careful examination of copies of the public records. But even the most thorough search cannot absolutely assure that no title hazards are present, despite the knowledge and experience of professional title examiners. In addition to matters shown by public records, other title problems may exist that cannot be disclosed in a search.

What title insurance protects against
Here are just a few of the most common hidden risks that can cause a loss of title or create an encumbrance on title:

- False impersonation of the true owner of the property
- Forged deed, releases or wills, Instruments executed under invalid or expired power of attorney;
- Undisclosed or missing heirs; Mistakes in recording legal documents
- Misinterpretations of wills Deeds by persons of unsound mind
- Deeds by minors
- Deeds by persons supposedly single, but in fact married
- Fraud
- Liens for unpaid estate, inheritance, income or gift taxes

What protection does title insurance provide against defects and hidden risks?
Title insurance will pay for defending against any lawsuit attacking your title as insured, and will either clear up title problems or pay the insured's losses. For a one-time premium, an owner's title insurance policy remains in effect as long as you, or your heirs, retain an interest in the property.

What this means to you
The peace of mind in knowing that the investment you've made in your home is a safe one.

Call Ticor Title
If you have any questions concerning title insurance coverage, please call a Ticor Title office, or any of our policy issuing agents. We are here to assist you.

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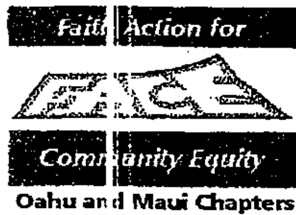

Oahu and Maui Chapters

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Mr. Drew Astolfi
Executive Director

Mr. Patrick Zukemura
Oahu Lead Organizer

Ms. Terri Erwin, PhD
Maui Lead Organizer

Testimony requesting mandatory mediation to address foreclosures
Consumer Protection Committee/Judiciary
February 9 2011
Measures: HB879, 896, 582, 321, 220, 1544, 1600,1489,1410,1411 Comments

Everyone knows someone in default these days – even if they don't always know they do. Our people tend to struggle in silence, and everyone in Hawaii is struggling some today. This foreclosure epidemic is part of a larger picture of the slow erosion of Hawai'i's local culture.

In many ways investor driven capital is hurting our way of life. One example is the way our hotels – once owned by local businessmen are now owned by investor groups like Goldman Sachs – an institution which cares nothing for us here, and which thinks and plans quarter to quarter…maybe that explains why they ignore the crowd of homeless living in front of their hotel, imagining perhaps that it will have no effect on their business, or on the greater community their business depends upon.

Likewise the epidemic of foreclosures is driven by people from far away who neither know us, love us, or think about us. Local banks – staffed by our friends and neighbors are *not* foreclosing on local families in the casual way that off shore banks do.

Hawai'i should require as law what local banks do as part of their regular business – they sit down and talk to their customers to find solutions to problems. I wish that people would just sit down voluntarily to talk things out. We should not need a law to make things pono. Sadly there doesn't seem to be another way.

Other states and some counties have moved bills mandating mediation into law with very good results – but they all did three things. First they required lenders to prove they own the paper before they process a foreclosure. Second the mediation –the face to face connection – is mandatory. Mandatory means it is a condition of foreclosure – whether judicial or non-judicial. Third, their needs to be penalties applied when these conditions are not met. Simply put, a successful mediation process needs teeth.

One of the industry lobbyists explained at a hearing last week that mediation programs on the mainland have not worked so well. Take a closer look, and you will see that the programs without teeth are the ones that have not worked well. The programs with teeth, like Nevada, have been hugely successful.

I know that mandatory mediation will add a burden to DCCA or the judiciary, so I was excited to see that you are implementing a short moratorium on foreclosures while the new program is set up. Please make sure the key provisions of successful mediation make it to the version that is passed out of this committee.

Thank you for your attention to this important issue.

Deacon Stan Franco
Consumer Protection Committee
February 9, 2011
Measures: 879, 896, 582, 321, 220, 1544, 1600, 1484, 1410, 1411

Comments

Aloha. I am Stan Franco, one of the founders of FACE Maui, and a past President of the organization. I am also the current chair of Housing for the Local Person (HELP), an affordable housing coalition in Maui County. I am in support of the concept of mandatory mediation which I believe will help stop the foreclosure crisis in our state.

The foreclosure situation on Maui is deeply depressing to me – I see it impoverishing local working and middle class families almost overnight. Our parents and grandparents worked very hard and sacrificed to give us a chance at home ownership, and it breaks my heart to drive through Dream City in Kahului and see all the foreclosure signs. Without local homeownership, there will be no more locals in another generation or so. This is a cause for much grief - not just for individual affected families – but also for all of us –their friends, neighbors, co-workers and fellow parishioners.

It is not easy to do the right thing here. The banks are very powerful – they give away a lot of campaign money, and they buy a lot of influence. It will take both Wisdom and Courage for the legislature to address this.

Right now the House bills are not as clear about mandatory mediation as I would have hoped. We need a bill that requires that the lender's representative be authorized to negotiate during the mediation. These provisions should be included in any final version of this bill. But we need to go further than that – there must be penalties if the mortgage servicer fails to participate in the mediation in good faith. After all, the family is facing very steep consequences – so the mortgage servicer needs to be serious too. Reading about the robo foreclosures in the paper make me think that we cannot rely on the good will of the lenders on this – especially the larger banks like Bank of America, Chase, Wells Fargo, and others. These banks had an out

sized influence on the task force which may be why mandatory mediation did not make it through.

Thank you for your attention, and for passing a moratorium last week. Please work to make these bills stronger, and move a strong version of the mandatory mediation to the Senate.

Mahalo again for letting me testify.

1001 Bishop Street, Suite 780
Honolulu, Hawaii 96813-3410
February 8, 2011

HOUSE COMMITTEE ON CONSUMER PROTECTION
HOUSE COMMITTEE ON JUDICIARY
REGARDING SENATE BILL 1544

Hearing Date	:	WEDNESDAY, February 9, 2011
Time	:	2:00 p.m.
Place	:	Conference Room 325

Chair Herkes, Chair Keith-Agaran, and Members of the Committees,

My name is John Morris and I am testifying on HB 1544. I have been involved with condominiums since 1988, when I served as the first condominium specialist with the Hawaii Real Estate Commission (from 1988 to 1991). Since then, I have served as an attorney advising condominium associations and spent almost 20 years trying to collect delinquencies for them.

I am testifying in opposition to HB 1544. Condominium associations do not have many remedies at the best of times, because once the value of the unit drops below the amount of prior mortgages, there is no equity left to pay the association and their only guaranteed remedy is the six months of maintenance fees or $3,600. Otherwise, the best they can sometimes do is obtain a deficiency judgment.

For example, lines 8 through 19 of HB 1544 eliminate the association's right to deny services and terminate utilities provided by the association for a delinquent owner. The intent of this section as originally drafted is to give associations some control if an owner remains in the unit and continues to receive valuable services provided by the association. HB 1544 proposes to eliminate that right.

Please contact me at 523-0702 if you have any questions. Thank you for this opportunity to testify.

Very truly yours,

John A. Morris

JAM:alt
G:\C\2011 Testimony HB 1544 (02.08.11)

Testimony for HB1544 on 2/9/2011 2:00:00 PM

mailinglist@capitol.hawaii.gov [mailinglist@capitol.hawaii.gov]

Sent: Tuesday, February 08, 2011 12:43 PM

To: CPCtestimony

Cc: gfujitani@hawaiibankers.org

Attachments: Hse foreclosure bills 2-9 ~1.pdf (88 KB)

Testimony for CPC/JUD 2/9/2011 2:00:00 PM HB1544

Conference room: 325
Testifier position: oppose
Testifier will be present: Yes
Submitted by: Gary Fujitani
Organization: Hawaii Bankers Association
Address: 1000 Bishop Street Suite 301B Honolulu, HI 96813-4203
Phone: 808-524-5161
E-mail: gfujitani@hawaiibankers.org
Submitted on: 2/8/2011

Comments:
This testimony covers all the foreclosure bills being heard on 2/9 by the joint committee. We will be submitting the same testimony for all the other bills on the agenda.

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Presentation of the Committees on Commerce and Consumer Protection and Judiciary
Wednesday, February 9, 2011 at 2:00 p.m.
Testimony on Various House Bills Relating to Mortgage Foreclosures

TO: The Honorable Chairs Robert Herkes and Gilbert S.C. Keith-Agaran
The Honorable Vice Chairs Ryan I. Yamane and Karl Rhoads
Members of the Committees

I am Gary Fujitani, Executive Director of the Hawaii Bankers Association (HBA), testifying on the various foreclosure related bills being heard today at this joint committee hearing. HBA is the trade organization that represents all FDIC insured depository institutions doing business in Hawaii.

Below is listed our testimony on the bills being heard today.

1. HB 879 Mortgage Foreclosure Task Force Recommendations-SUPPORT with Amendments: The purpose of this Bill is to implement recommendations of the Mortgage Foreclosure Task Force relating to service of notice, conversion from nonjudicial to judicial foreclosure, the bar against deficiency judgments, notice of pendency of action, and extinguishment of the mortgagor's interest pursuant to the old non-judicial foreclosure law.

This Bill reflects the "Language for Proposed Legislation" that is in the Task Force's 2011 Preliminary Report. The recommendations of the Task Force are substantive and provide meaningful improvements to the non-judicial foreclosure process. The recommendations are the result of consensus by the 17 Task Force members who represented diverse, and in some instances opposing, interests.

Proposed Amendments: a) We recommend that this Bill be amended on page 10, line 22 and 17, line 16 relating to deficiencies against an owner-occupant after a non-judicial foreclosure sale. As drafted, if an owner-occupant who is being foreclosed on has "a fee simple or leasehold ownership interest in any other residential real property", the foreclosing lender can pursue or obtain a deficiency judgment against that person. That provision is unduly restrictive.

Mortgage lenders should be allowed to also pursue an owner-occupant for a non-judicial foreclosure deficiency if that person owns any non-residential property (e.g. commercial property, etc.).

This Bill should be amended to delete the word "residential" on page 10, line 22 and page 17, line 16. The phrase should read: "a fee simple or leasehold ownership interest in any other real property".

b) Judicial foreclosure auctions and non-judicial foreclosure auctions in the State have usually been held at court locations. On the Big Island, they have been held at a State building (Hilo) and a public park (Kona). Late last year, the Department of Accounting and General Services slated that it would not allow foreclosure auctions at the State building in Hilo. The Judiciary took the position that it will not approve the use of any court facilities in the entire State for the purpose of conducting non-judicial foreclosure auctions. According to Hawaii Financial Services Association testimony for SB 1175, the Judiciary was concerned that the public would be confused about whether or not non-judicial foreclosures are court sanctioned. In Hilo, there is an additional issue of whether the non-judicial foreclosure auctions can be conducted on public sidewalks adjacent to court buildings and other State buildings. This issue, which was not voted on by the Task Force, is urgent enough that it needs to be addressed legislatively this session to codify what has been a general practice. Unless this problems corrected, non-judicial foreclosure auctions might have to take place at numerous, inconvenient locations. This could discourage members of the public who would want to attend and bid at the auctions. It is in the interest of both the lenders and the borrowers to have members of the public bidding at non-judicial foreclosures.

The legislative wording to correct this problem is simple. This Bill should be amended to state that the auction, i.e. the public sale, should be allowed to take place at a state building in the county where the property is located, subject only to reasonable conditions on the time, place and manner of the public sale.

2. HB 582 Requiring Hawaii Servicing Agent: We **support <u>only</u>** the new provision in SECTION 2 (a) (5) that requires a mortgage servicer to maintain an office in the State. However, we believe that it would be unreasonable to require all servicers to open an office. The requirement should apply to servicers that service a certain number of mortgages in the State.

We **oppose** SECTION 1 pertaining to mediation and SECTION 3 pertaining to non-judicial moratorium.

Lenders do not want to foreclose on homeowners. Therefore, lenders will work borrowers that have the willingness and ability to keep them in their homes. Most lenders participate in the Federal Home Affordable Modification Program or have their own modification programs to help troubled homeowners stay in their homes. However, it is our experience that most residential owner occupants are unable to make their mortgage loan payments due a reduction in income caused

by unemployment or underemployment. So in most cases foreclosure medication does not really solve the underlying problem of loss of income.

It is a possibility, if a foreclosure mediation program is implemented, lenders may initiate foreclosure sooner due to the additional time mediation would add to the foreclosure process. So instead of focusing on working with borrowers in the early stages of delinquency, lenders may opt to start the foreclosure process sooner, which really does not benefit homeowners.

The proposed moratorium would have a chilling effect on Hawaii's slowly recovering real estate market by sending a signal that lenders are not able to collect on delinquent loans. This in turn could dry up the availability of mortgage loans and send the State into an economic meltdown by weakening an already fragile real estate market.

3. HB 1411, 1410 and 896 Repealing or Modifying Nonjudicial Foreclosure Statues-OPPOSE: We oppose these bills which attempt to repeal or modify nonjudicial foreclosure statues.

Your Mortgage Foreclosure Task Force, which was created by Act 162 of the 2010 Session Laws of Hawaii, issued its 2011 Preliminary Report to the Legislature. The Task Force's recommendations are contained in other bills, such as House Bill 879. We believe that the recommendations of the Task Force are substantive and provide meaningful improvements to the non-judicial foreclosure process. The recommendations are the result of consensus by the 17 Task Force members who represented diverse, and in some instances opposing, interests.

HBA believes that **only** the recommendations of the Task Force should be adopted by the Legislature. Any other issues can continue to be reviewed by the Task Force over the remainder of this year as the Task Force considers other recommendations for the 2012 Legislature.

4. HB 1484 Trust Foreclosure Prohibition-OPPOSE: This proposed bill places unrealistic requirements that would prevent a trustee of mortgage-backed securities to foreclose on any property.

In the United States, the most common securitization trusts are Fannie Mae and Freddie Mac, U.S. government-sponsored enterprises. Also Ginnie Mae, a U.S. government-sponsored enterprise backed by the full faith and credit of the U.S. government, which guarantees its investors receive timely payments, does buy limited numbers of mortgage notes.

For example a Fannie Mae-issued mortgage-backed security (MBS) represents an undivided beneficial ownership interest in a group or pool of one or more mortgages.

The mortgage-backed security process begins with a mortgage loan. The loan is made by a financial institution or other lender to a borrower to finance or refinance the purchase of a home or other property. These loans are made to

borrowers under varying terms (e.g., 15-year, 30-year, fixed-rate, adjustable-rate, etc.); during the life of the loan, the balance is generally amortized, or reduced, until it is paid off. The borrower usually repays the loan in monthly installments that typically include both principal and interest.

Because mortgage loans may take years to pay off, lenders must find ways to replenish their funds in order to make more mortgage loans. To do this, lenders sell groups of mortgages with similar characteristics into the secondary mortgage market to issuers or guarantors of mortgage-backed securities, including Fannie Mae.

Fannie pools loans that generally meet its standards and converts them into single-class mortgage-backed securities, which represents an undivided beneficial ownership interest in a group or pool of one or more mortgages.

These government sponsored enterprises provide a valuable funding source to allow your constituents to purchase homes. Any unrealistic statutes that are designed to freeze a trustee's ability to execute their fiduciary duties may make residential real estate loans harder to obtain for future homeowners.

5. HB 321 Foreclosure Documentation Requirements-OPPOSE: This bill would require a lender to include a plethora of documents with their notice of default, and in our experience, the more paper you send a borrower; the more likely the borrower will not read it or miss the essential information which is the action that the borrower must undertake to cure the default.

The borrower/mortgagor is already provided with copies of the promissory note and mortgage at the time of the loan closing. Subsequently, it is standard procedure to provide copies, for a fee, of the mortgage loan documents, at any time requested by the mortgagor.

We also note that this bill assumes certain facts about loan documentation which is incorrect. Many lenders document residential mortgage loans on Fannie Mae or Freddie Mac forms and those forms provide for only the borrower's signature. Thus, the requirement that we provide a copy of loan documents signed by both the mortgagor and mortgagee is inconsistent with marketplace realities, and thus renders the requirement moot.

Most importantly by requiring copies of all written agreements which modify a note, passage of this bill would hinder loan modification programs to help homeowners. We submit that this Committee should support efforts by lenders to help homeowners rather than by passing well-meaning legislation which has the opposite effect.

Not all loan modification programs are reduced to writing. Sometimes, the agreement can be oral and informal. For example, if a borrower says I can pay you in full in two months, we sometimes note that in our files rather than drafting a written agreement, or one drafted by a lawyer which only hurts the borrower because of costs. Basically, the foregoing example is a two month deferral of due

dates in the promissory note. If we had to reduce such an informal agreement to writing, that would be a disincentive to loan modification programs.

6. HB 321, 1600 and 1544 Foreclosure of Condominium Units-OPPOSE: We oppose these bills which attempt to place more of the financial burden from foreclosed condominium units on the back of lenders.

Increasing the losses that lenders incur on condominium foreclosures, may have the unintended consequence of restricting future loans to the condominium market. This in turn could have the negative effect on condo sales and purchases since lenders may require higher down payments to offset potential losses and/or higher interest rates to compensate for the added risk. If mortgage terms are tightened it may affect the value to these properties if prices have to be lowered in order to encourage sales.

It is our understanding that there may not be agreement among the association advocates regarding this legislation and request that this bill be held.

Summary

In a previous House hearing, it was mentioned, without citing a credible source, there will be approximately 250,000 Hawaii foreclosures in 2011. According to the State of Hawaii 2009 data book there were about 515,000 or so housing units in Hawaii. Hawaii Business Magazine February 2011 issue cited home ownership at almost 60% of occupied housing units. At 515,000 units or so, 250,000 is about 49% of units would be in foreclosure. If 250,000 were only owner occupant units, then the foreclosure rate would be 81%. At either rate, this would be very unlikely and would mean the State would have more systemic financial and social problems to face.

In setting foreclosure policy, we must consider the others in our communities, your constituents and our customers, who may be affected. Undoubtedly, this silent majority of your constituents have a stake in foreclosure legislation.

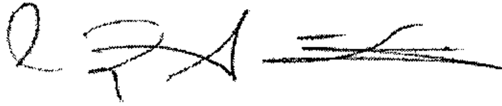
The economic impact from proposed legislation, which by design extends the foreclosure process and/or place a moratorium on foreclosure, applies to only a small segment of the housing market.

Will more stringent loan terms (higher down payment requirements, higher rate to compensate for added legislative risk, etc.) affect your constituents who want to buy or sell a home? What about home owners that see the value of their homes drop in neighborhoods with an inordinate amount of foreclosed homes, where the occupants no longer take pride in maintaining their homes, which adds to neighborhood blight ? What about county governments that collect less real property tax revenues because of falling assessed values and face increased costs to enforce property code violations? What about the Realtors, mortgage brokers, appraisers, home builders, union trade workers and the many others that will experience loss of income if our slowly recovering real estate market

stumbles due to unintended consequences of legislation designed to help a few at the expense of the vast majority of your constituents and our customers?

While we understand the intent of the proposed foreclosure legislation to help troubled borrowers, the reality is that a vast majority of foreclosures result from reduced income due to unemployment or underemployment (for example, loss of second job). Therefore, it is best to let banks have the flexibility to help borrowers and not pass permanent legislation to solve a temporary situation.

Thank you for this opportunity to testify.



Gary Y. Fujitani
Executive Director

Drew Astolfi
Director Faith Action for Community Equity
Consumer Protection Committee
February 9, 2011
Measures: 879, 896, 582, 321, 220, 1544, 1600, 1484, 1410, 1411

Thank you for the chance to testify on these important measures. *Comments*

FACE recognizes the need for mandatory mediation to address Hawai'i's foreclosure woes. Looking at other states it is - done well - the only thing that seems to truly address the foreclosure crisis. The people of our state need swift strong action on this, and I hope the committee can take a lead on this. FACE leaders were enormously encouraged by this committee's consideration of a temporary moratorium last week. Thank you very much for that.

Successful mandatory mediation needs to adopt several three basic principles:

1. Banks and mortgage servicers must be required to prove they own the loan before foreclosing. Given the evidence of widespread fraud around the country on this matter - especially in light of the so called robo foreclosures this is an essential part of any successful mediation process. It should also be included in any other bill.

2. Mediation has had mixed results around the country - it has succeeded (Nevada and Maryland) where it is strongly mandatory, and where the mortgage servicer or bank is required to send a representative to the mediation that is empowered to make modifications to the loan. Mediation has not done as well when this is not required. In order to truly fix this problem we have to require that the servicers send people with authority to make changes to the mediation.

3. Finally a mandatory mediation program needs teeth to work - loan servicers must face penalties if they do not comply with the mediation process, otherwise there is strong evidence that they will ignore it. A bill that lacks enforcement tools risks failure.

Mahalo nui for your work on this.

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February 9, 2011

Rep. Robert N. Herkes, Chair
and members of the House Committee on Consumer Protection & Commerce
Rep. Gilbert S.C. Keith-Agaran, Chair
and members of the House Committee on Judiciary
Hawaii State Capitol
Honolulu, Hawaii 96813

Re: **House Bill 1544 (Foreclosures)**
Hearing Date/Time: Wednesday, February 9, 2011, 2:00 P.M.

I am the attorney for the **Hawaii Financial Services Association** ("HFSA"). The HFSA is the trade association for Hawaii's financial services loan companies, which are regulated by the Hawaii Commissioner of Financial Institutions. Financial services loan companies make mortgage loans and other loans.

The HFSA **opposes** this Bill.

The purpose of this Bill is to set forth guidelines for mortgage foreclosures, and liens for assessments.

This testimony is based, in part, on my perspective as the Vice Chairperson of the Hawaii Mortgage Foreclosure Task Force ("Task Force"). I served as a member of the Task Force as the designee of the HFSA. This testimony is also based on my experience as an attorney who has actively done foreclosures for nearly 33 years since 1978.

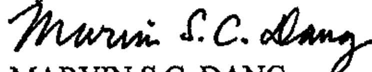
The Task Force, which was created by Act 162 of the 2010 Session Laws of Hawaii, issued its 2011 Preliminary Report to the Legislature. The Task Force's recommendations are contained in other bills, such as House Bill 879. We believe that the recommendations are substantive and provide meaningful improvements to the non-judicial foreclosure process. The recommendations are the result of consensus by the 17 Task Force members who represented diverse ... and in some instances opposing ... interests. Condominium associations were represented on the Task Force.

The provisions in this Bill (House Bill 1544) are not part of the Task Force's recommendations. The HFSA believes that only the recommendations of the Task Force should be adopted by the Legislature. Any other issues can continue to be reviewed by the Task Force over the remainder of this year as the Task Force considers other recommendations for the 2012 Legislature.

We understand that certain condominium organizations do not support the removal of the cap on past-due association fees that is paid by a mortgagee that purchases a foreclosed condominium unit. We similarly oppose the removal of that cap of $3,600.

We incorporate by reference the testimony separately submitted by the Hawaii Bankers Association opposing this Bill.

Thank you for considering our testimony.



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Testimony to the House Committee on Consumer Protection and Commerce, and
House Committee on Judiciary
Wednesday, February 9, 2011, at 2:00 p.m.

Testimony in opposition to HB 1544, Relating to Foreclosures

To: The Honorable Robert Herkes, Chair
The Honorable Ryan Yamane, Vice-Chair
Members of the Committee on Consumer Protection and Commerce

The Honorable Gilbert Keith-Agaran, Chair
The Honorable Karl Rhoads, Vice-Chair
Members of the Committee on Judiciary

We are Stefanie Sakamoto and Frank Hogan, Esq., and we are testifying on behalf of the Hawaii Credit Union League, the local trade association for 85 Hawaii credit unions, representing approximately 810,000 credit union members across the state.

We are in opposition to HB 1544, Relating to Foreclosures. This bill would remove the $3600 cap on that an Association can collect for common assessments assessed during the six-month period immediately preceding the completion of foreclosure. We oppose the removal of the cap.

Thank you for the opportunity to testify.