Session 2:

Adaptable World of Fraudsters

The Adaptable World of Fraudsters

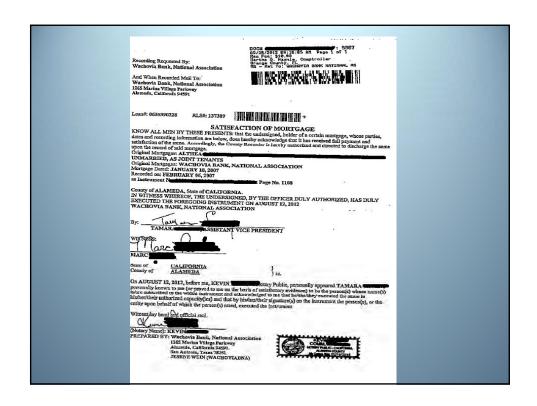
You can't say civilization don't advance ... in every war they kill you in a new way.

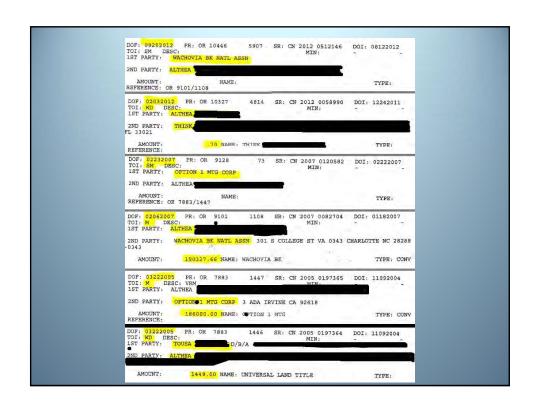
WILL ROGERS, Dec. 23, 1929

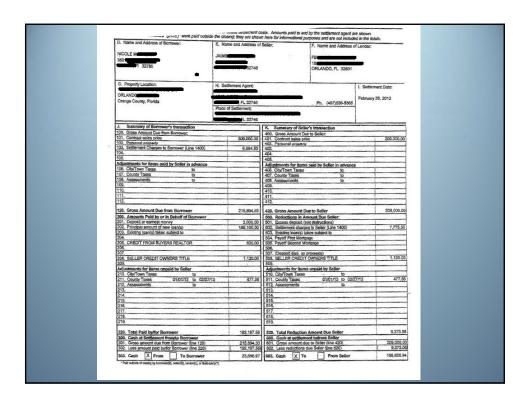
Naked Sats

A Recorded Mortgage Satisfaction with no other document of record to support its authenticity

- •The record does not show a recorded mortgage that refinanced the satisfied mortgage
- •The record does not show a deed for value that paid off the satisfied mortgage







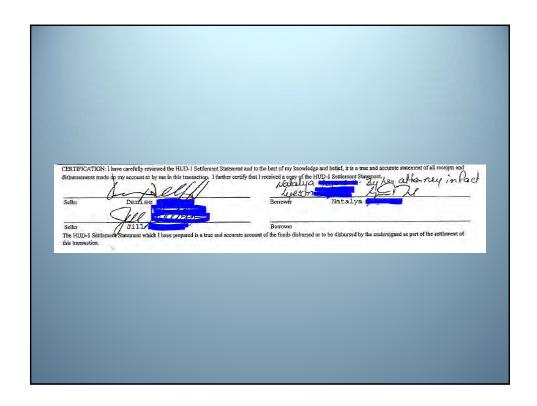
Red Flags

- 1. There is no document of record from which the satisfaction resulted.
- 2. A recent satisfaction of a mortgage and a large cash out.
- 3. Recent and multiple flips

Foreclosure Rescues

- A mortgage Fraud in which a borrower is in foreclosure and unable to refinance
- In order to induce a lender to loan money, the borrower conveys to a straw with good credit
- The borrower enters into a lease and repurchase agreement with the straw
- After a couple of years and the borrower's credit is restored he/she repurchases the property from the straw

J. SUMMARY OF BORROWER'S TRANSACTION		K. SUMMARY OF SELLER'S TRANSACTION	
100. GROSS AMOUNT DUE FROM BORROWER:		400. GROSS AMOUNT DUE TO SELLER:	
101. Contract sales price	508,000.00	401. Contract sales price	508,000.00
102, Personal property		402. Personal property	
103. Settlement charges to borrower (Line 1400)	29;905.91	403.	
104.		404.	
105.		405,	Temporary and a second
Adjustments for items paid by seller in advance		Adjustments for items paid by seller in advance	
106. City/town taxes 02/24/2006-03/31/2006	574.09	406. City/town taxes 02/24/2006-03/31/2006	574.09
107. County taxes		407, County taxes	
108. Assessments		408. Assessments	
109.		409.	
110.	***************************************	410.	
111.		411.	
112,		412.	
120. GROSS AMOUNT DUE FROM BORROWER	538,480.00	420. GROSS AMOUNT DUE TO SELLER	508,574.09
200. AMOUNTS PAID BY OR IN BEHALF OF BORROWER:		500, REDUCTIONS IN AMOUNT DUE TO SELLER:	
201, Deposit or earnest money		501. Excess deposit	
202, Principal amount of new loan(s)	508,000.00	502. Settlement charges to seller (Line 1400)	6,908.46
203. Existing loan(s) taken subject to		503. Existing loan(s) taken subject to	
204.		504. Payoff of first mortgage loan AMC Mortgage	305,044.05
205.		505. Payoff of second mortgage loan	100000000000000000000000000000000000000
206.	~~~~~~~	506 State of NJ Div.of Taxation	18,459.00
207		507, DC-008996-04 DJ-058695-05	1,750.00
208.	***************************************	508 Final Water & Sewer ESCROW	750.00
209 Seller's Concession	30,480.00	509. Seller's Concession	30,480.00
Adjustments for items unpaid by seller		Adjustments for items unpaid by seller	
210. City/town taxes		510. City/town taxes	
211, County taxes		511. County taxes	
212. Assessments		S12. Assessments	
213.		513. ESCROW TO ENSURE PAYOFF	5,000.00
214.		514. SAME DAY COURIER TOJOHN CARR	250.00
215.		515.	200-21-10/-
216.		516.	
217.		517.	
218.		518.	
219.		519.	
220. TOTAL PAID BY/FOR BORROWER	538,480.00	520. TOTAL REDUCTION AMOUNT DUE SELLER	368,641.51
300. CASH AT SETTLEMENT FROM/TO BORROWER		600. CASH AT SETTLEMENT FROM/FO SELLER	Accessed to the second
30. Gross amount due from borrower (Line 120)	538,480.00		508,574.09
302. Less amount paid by/for borrower (Line 120)	538,480.00		368,641.51
302. Less amount paid by/for borrower (Line 220) 303. CASH FROM BORROWER	330,400.00	603. CASH TO SELLER	139,932.58



Market Conditions

- A lot of equity
- Relaxed lender underwriting standards
- Continuous growth in property values

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- Relaxed lender underwriting standards
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Red Flags

- Recorded foreclosure lis pendens
- Seller confused about deed vs. mortgage
- Seller lease back and repurchase agreements
- Requests to disburse contrary to the HUD1

New red flags

old rescues being flipped

- Known difficult tenants in possession
- Planned evictions
- Seller represented by a Power of Attorney that is controlling the transaction

Short Sale Frauds

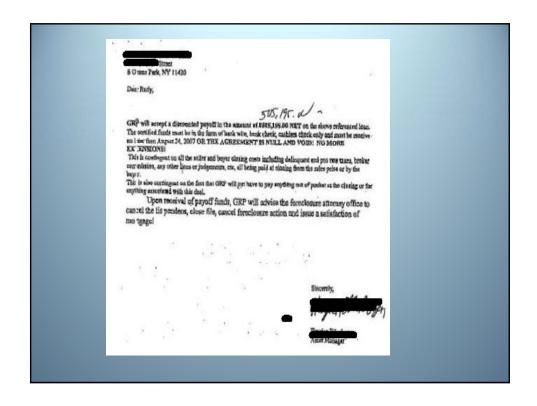
A Lender agrees to release its mortgage for less than its payoff amount

The lender is fraudulently induced to release its mortgage based on:

- Misrepresented purchase price
- Misrepresented property value
- Misrepresented borrower assets
- Fraudulent conveyance to a straw

Market Conditions

- A sudden drop in real estate values
- Prior inflated values
- Lenders with a large influx of underperforming loans above property values
- Lenders trying to unload bad mortgages off their books



- Meet all the requirements of the payoff letter Common Requirements
 - Send a copy of HUD1 for approval
 - Contract amount cannot exceed...
 - Seller cannot receive any funds
 - Parties cannot change
 - No third party disbursements without approval
- 2. Have the letter sent to you
 - Do not rely on short sale letter brought in by the seller
 - Seller could manipulate letter or remove a page with requirements
 - Make sure you have all the pages
- 3. If you know it is a short sale and seller is receiving a disbursement, get written authorization from lender to allow disbursement to seller
- 4. Beware of disbursements to 3rd parties
- 5. Do not close if you know of a subsequent flip

Flips

A flip is a process in which an investor purchases a property and quickly sells it for a profit

A flip becomes fraudulent when an investor artificially inflates the value of the property in order make a profit

A New Era of Fraudulent Flips

Why a New Era?

- Tightened Lender underwriting standards have avoided the traditional fraudulent flip
- Lenders are weary to finance if a transaction occurred within the last 12 months
- Flips thrive in quickly appreciating Real Estate
 Markets

Distressed Property Flips

Market Conditions

- Lenders with large books of REO properties
- Discounted values resulting from distressed status
- Slow Real Estate Market

Distressed Property Flip

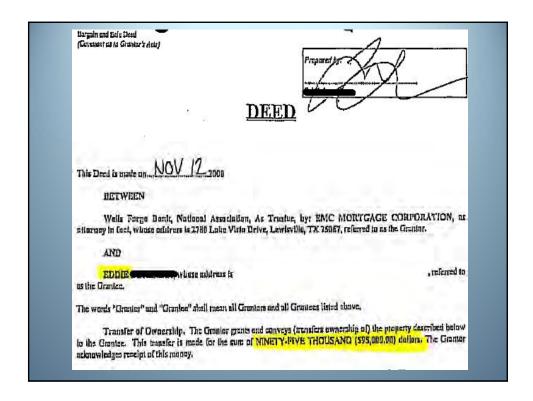
- Eddie enters into a purchase agreement with an REO Lender for \$225,000.00
- Eddie recruits an "investor" to flip the property for \$425,000.00
- Eddie realizes at \$200,000.00 profit

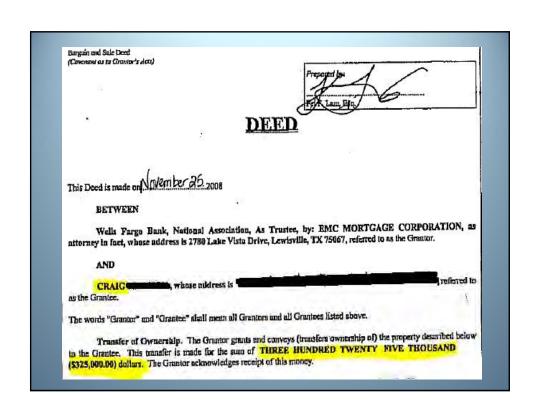
Eddie Adapted The Forged Deed Flip (FDF)

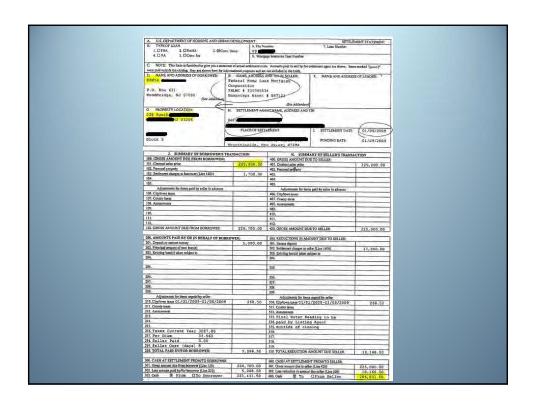
Unable to obtain financing for the obvious flip, Eddie had to get creative.

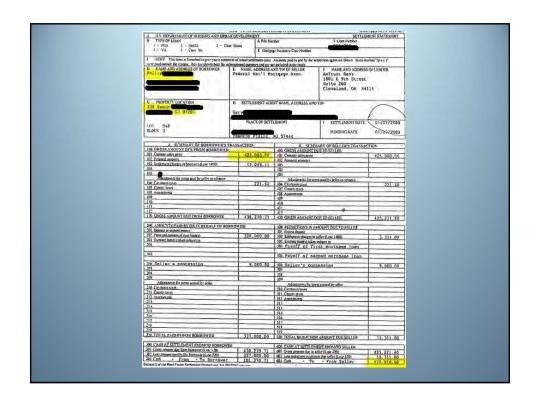
Eddie hid the flip by simply forging/manipulating the original deed from the REO lender to look like one transaction.

- Altered the Grantee to his "investor"
- Altered the Consideration to the inflated amount







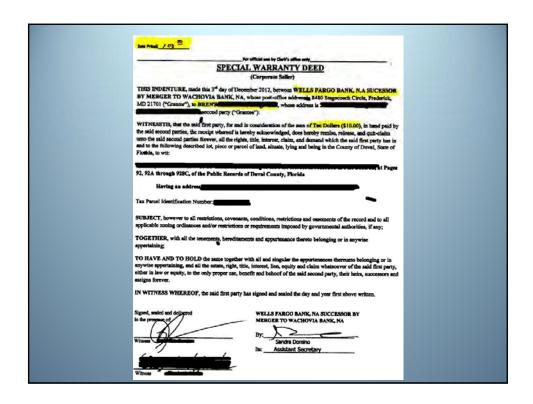


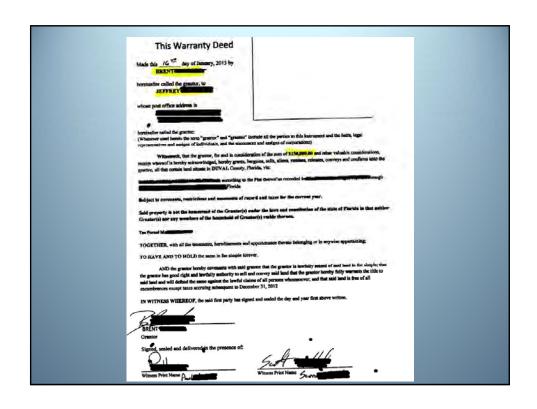
Fatal Forged Deed Flip (FFDF)

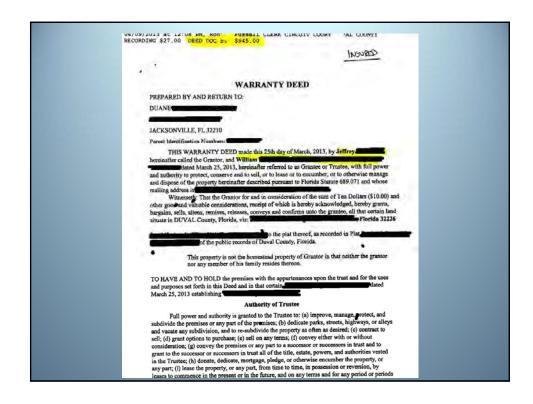
- Backed up log of properties stuck in foreclosure
- Scrutinized appraisals
- A rebounding real estate market
- A market rich with real estate investors eager to catch the wave at the initial upward trend

FFDF

- The fraudster identifies vacant real estate in which an REO lender has stalled before marketing the property or quickly perpetrates against a recent foreclosure
- Fraudster forges a deed from the REO lender into an individual, trust or other entity
- Fraudster recorded a few more deeds purportedly flipping the property
- Fraudster conveys out of the last controlled entity into an eager property investor







Red Flags

- Lender completes its foreclosure and quickly conveys the property for little to no value
- Often subsequent flips before proposed insured transaction

Ghost Agents

- A Ghost Agent is fraudulent title agent created to appear like a legitimate and licensed title agent
- Similar Name
 - Green Title, Inc. Vs. Green Title, LLC
- Similar Addresses the ghost agent will rent space near the legitimate agent on the same street and city
 - 1250 Chesnutt Ave vs. 1350 Chesnutt Ave

Typically a Quick Fraud

- The ghost agent forges Closing Protection Letters and Commitments
- The ghost agent conducts several quick transactions and flees before detection with the mortgage proceeds

The Long Term Ghost Agent

Rather than fleeing, these ghost agents will continue the fraud and conduct multiple closing over a long period of time

- Identify properties with mortgages of record but paid off
- They will conduct sham transactions with real lenders who believe they are paying off active mortgages
- The real owners are unaware of the transaction and the mortgages are forged

Red Flags

If you gain any knowledge of a ghost agent notify your underwriters and licensing authorities immediately

- Inc., Company, LLC, etc...
- If you are contacted to issue a policy and it is not your commitment
- Employees diverting product

Cyber Fraud

CHOICE ESCROW v. BANCORPSOUTH BANK 2013 WL 1121339 – US DC Missouri

As a general rule, unless otherwise provided in the UCC, the risk of loss for unauthorized transfers lies with a bank

- The security procedure is a commercially reasonable method of providing security against unauthorized payment orders.
- The result is not wholly unjust. The experts in this case agree that the fraud would not likely have occurred if Choice had utilized the "Dual Control." It elected not to ... twice.

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*****DDA TRANSACTIONS*****
                CHECKS/OTHER DEBITS DEPOSITS/OTHER CREDITS
  BALANCE
                                                         BALANCE
LAST STATEMENT
                    TOTAL AMOUNT NO. TOTAL AMOUNT THIS STATEMENT
 555579.45
               41 1347591.05 7
                                            684209.33
                                                      107802.27-
4. Ant withing
 DATE CHECK#
               AMOUNT TYPE TRANSACTION DESCRIPTION BALANCE
08/08
                            WIRE XFER -in
                211979.40
-08/08 24871100
                248711.00
                            WIRE XFER -
- 08/08
                                     - out = alligeply
              → 201255.00 ← WIRE XFER
-08/08 93/866.04
                           WIRE XFER
                98080.00
-08/08 48,911.04
                            WIRE XFER
                49887.00
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M	manage the	A single individual, the System Administrator, has full authority to with the power to create and entitle additional users
Syste	m Administrator	Email Address
	The state of the s	
	THE RESIDENCE OF THE PARTY OF T	OR feature adds another layer of review and control over the admini
User	need to be designated.	Approval Manager
Email Address:		Email Address:
Unles selec	s otherwise instructed, the e tion of the Dual Control featu	xisting System Administrator will become the User Manager re.

Protect Your Company

- If your bank offers security options, accept them
- While an extra cost or step might be involved with some security options, they will still likely be commercially reasonable