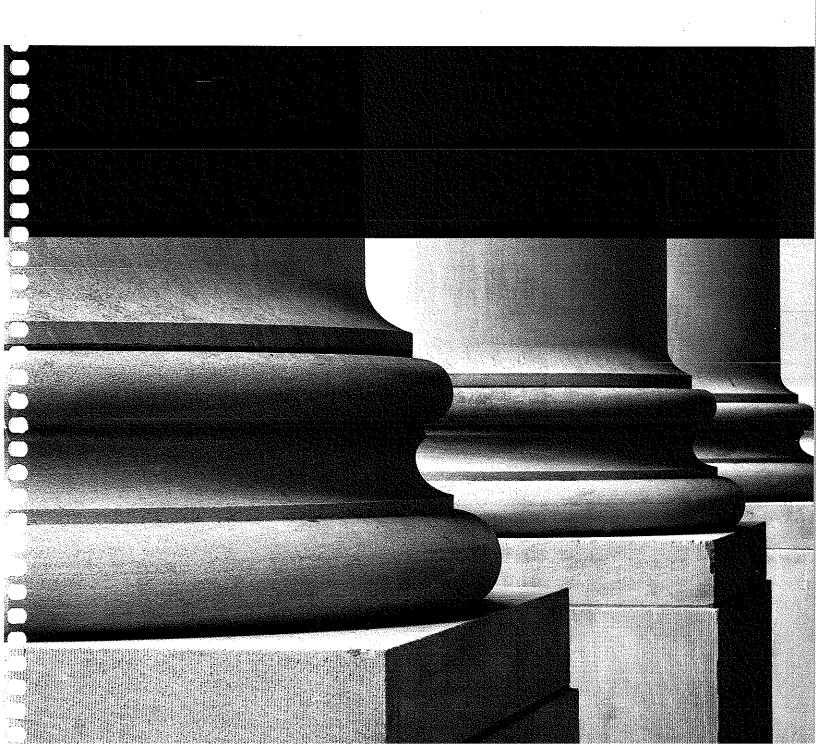


Foreclosures

Chapter 45

December 2012
Prepared by NCAOC Legal & Court Services Division

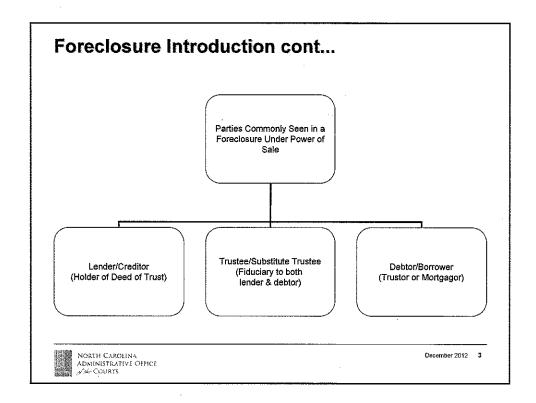


Foreclosure Introduction

Definition

- Method of enforcing payment of a debt secured by a mortgage or deed of trust upon real property by selling the property and applying the proceeds of the sale to satisfy the debt.
- A foreclosure is not a special proceeding; it is filed as an "SP" for recordkeeping purposes only.
- Do not issue a special proceeding summons.





Trustee

Role of Trustee

- Cannot ethically represent either lender or debtor in an advocacy role at any stage of a foreclosure proceeding.
- Puts foreclosure process in motion upon request of the lender.
- Role at hearing may depend on whether the case is contested or uncontested.
- Has fiduciary duty to use diligence & fairness in conducting the sale.
- Cannot bid on or purchase the property at the sale.



December 2012 4

Trustee cont...

Contested Case (debtor challenges the default or the validity of the hearing).

- Must assume a neutral position and protect interests of both debtor and lender.
- Should not present evidence on behalf of the lender.
- May ethically perform for himself/herself such legal services as may affect the performance of his or her fiduciary duties.

Uncontested case (debtor does not challenge the default or the validity of the hearing).

- May present, on behalf of the lender, evidence necessary to support the clerk's findings essential to an order of sale.
- May perform routine legal services such as determining the existence of intervening liens in an uncontested case.



December 2012

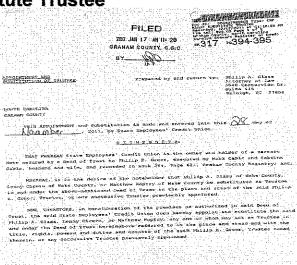
Substitute Trustee

- There can be, and usually is, a substitution of the originally named trustee before initiating a foreclosure.
- Succeeds to all the rights, title, and duties of the original trustee and has the power to foreclose the instrument according to its terms upon default.
 - The substitute trustee has authority ONLY from & after the recording of the document of substitution.

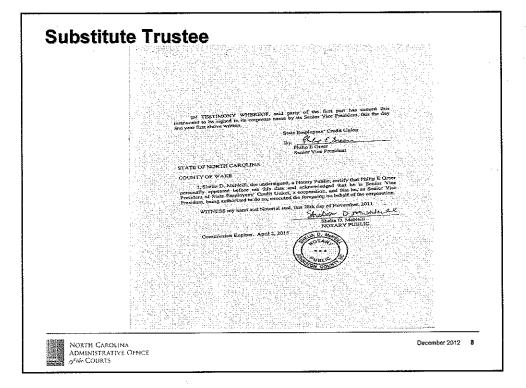


December 2012 6

Substitute Trustee







Order of Proceedings in a Foreclosure

- Pre-Foreclosure Notice by Lender
- Notice of Hearing
- Hearing by Clerk
- Notice of Sale & Sale by Trustee
- Report of Sale
- Upset Bid Periods
- Defaulting Bidder? Resale & Upset Bid Periods
- Final Report of Sale and Account
- Order of Possession (if needed)



Pre-Foreclosure Notice

G.S. 45-102

- 45 days <u>before</u> filing a foreclosure proceeding on a subject loan (i.e., residential home – borrower's primary dwelling), the lender or servicer must send a notice to the borrower itemizing the amounts due and informing him or her about the availability of resources or options to avoid foreclosure (six required elements):
 - Itemization of all past due amounts causing the loan to be in default.
 - Itemization of any other charges that must be paid to bring the loan current.
 - Statement that options other than foreclosure may be available and the borrower may discuss those options with the lender, the mortgage servicer, or a HUD approved counselor.



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Pre-Foreclosure Notice cont...

G.S. 45-102

- Address, telephone # & other contact information for the lender, the mortgage servicer or the agent for either of them who is authorized to work with the borrower to avoid foreclosure.
- Address, telephone # & other contact information for one or more HUD approved counseling agencies in NC.
- Address, telephone # & other contact information for the State Home Foreclosure Prevention Project of the Housing Finance Agency.



Pre-Foreclosure cont...

G.S. 45-103 & 105

- Within 3 days of the notice, electronically file certain information about the borrower and the loan onto the NCAOC database.
- Upon review of this information, the Housing Finance Agency (HFA) can order a one-time extension of time of up to 30 days (beyond the 45 days) before a foreclosure proceeding can be filed.
- HFA must notify the borrower, the lender/servicer, and the NCAOC of such extension.
 - Clerk can verify extension on database.



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Notice of Hearing

G.S. 45-21.16(b)

Foreclosure initiated by filing of a notice of hearing by the trustee.

- Notice must be filed with the clerk and then served on all proper persons:
 - any person to whom deed of trust itself directs
 - any person obligated to pay indebtedness against whom holder intends to assert liability.
 - any record owner of the real estate whose interest is of record in the county where the real property is located at the time the hearing is filed in that county.

NOH is filed in every county where a portion of the land is situated.



Notice of Hearing

NORTH CARDLINA JACKSON COUNTY



December 2012 14

Notice of Hearing

- the requirements of O.S. 45-21-34.

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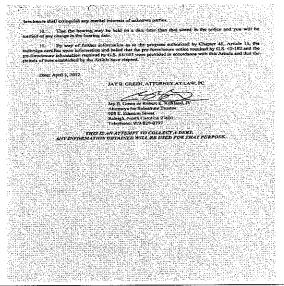
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Notice of Hearing



North Carolina Administrative Office of the Courts

December 2012 16

Notice of Hearing cont...

G.S. 45-21.16(a); 1A-1, Rule 4

Notice of hearing must be served at least 10 days before the hearing.

- If served <u>ONLY</u> by posting 20 days before hearing.
 - Party who <u>cannot</u> be served by personal, registered, or certified mail after reasonable and diligent effort.
 - · Posting must be done by the sheriff.
 - Trustee proves service by filing an affidavit showing posting, the circumstances warranting service by posting, and the actual efforts made to locate and serve the respondent(s).

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ACM-COURTS

G.S. 45-21.16A

Contents of Notice

- A statement as to whether the holder or servicer (one who, on behalf of the holder, receives payments from the debtor), in the last two years, has received any requests for information from the borrower, and if so, whether the requests have been complied with only applies to home loans (as defined in G.S. 45-101, See also 45-93);
- A statement that the trustee is a neutral party and may not advocate for the creditor or debtor in the foreclosure proceeding;



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Notice of Hearing cont...

G.S. 45-21.16A

- A statement that the debtor may apply to the judge of the superior court for an injunction to stop the foreclosure;
- A statement that, to authorize the foreclosure, the Clerk must find a valid debt of which the party seeking the foreclosure is the holder, default, the right to foreclose under the instrument, and notice to those entitled to it:
- A statement that the debtor has the right to appear before clerk at hearing and contest the evidence, but that the debtor is not required to attend the hearing & his failure to attend does not affect his right to pay the indebtedness and prevent the sale;
- A statement that if the debtor fails to appear at the hearing, the trustee will ask the Clerk for an order to sell the property;



G.S. 45-21.16A

- A statement that the debtor has the right to seek the advice of an attorney and that free legal advice may be available by contacting Legal Aid or other service providers;
- Description, which identifies real estate, including date of execution of security agreement, original amount of debt, original holder of note, and book & page of security instrument;
- Name & address of holder of security instrument at time notice of hearing is filed;
- Nature of claimed default;
- Fact that maturity of debt has been accelerated if appropriate;



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Notice of Hearing cont...

- Any right of debtor to pay indebtedness or cure default;
- A statement that the holder has confirmed in writing to person giving notice that within 30 days of date of notice, debtor was sent by first class mail to last known address a statement of amount of principal and interest that is owed as of date of statement, a daily rate of interest based on contract rate, and the amount of other expenses holder contends it is owed;



- A statement that, if foreclosure sale is consummated, purchaser is entitled to possession of real estate when the deed is delivered and that debtor can be evicted;
- Debtor should notify trustee in writing of any change in address to receive notice of all proceedings;
- Name, address, and telephone number of trustee; and
- Party will be notified of any change in hearing date.
- If the debtor is currently on military duty, the foreclosure may be prohibited by G.S. 45-21-12A.



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Notice of Hearing cont...

In addition, the <u>notice of hearing</u> filed by trustee must contain the following certification:

- On all foreclosures <u>filed as of 11/1/10</u>, certification that it is not a "home loan" under G.S. 45-101, or the time limits have expired. (G.S. 45-107)
 - Affidavits must be verified.
 - Access HFA database to verify information and to check certifications.



New Military Certification

G.S. 45-21.12A

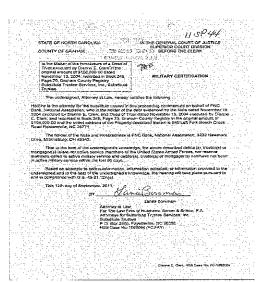
- Applies to foreclosures filed on or after 1/1/11.
- Prohibits creditor exercising power of sale during or within 90 days after mortgagor's active duty, and prohibits clerk from holding a hearing without a <u>certification that the hearing will take place at a time that is NOT during active duty or within 90 days after active duty.</u>
- Applies to DoTs, and to HOA liens.
- Does not apply to judicial foreclosures.



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New Military Certification

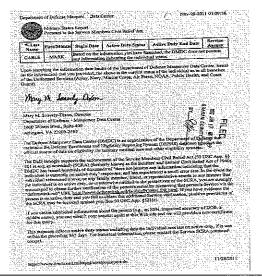
G.S. 45-21.12A



North Carolina Administrative Office



G.S. 45-21.12A



NORTH CAROLINA
ADMINISTRATIVE OFFICE
of the COURTS

December 2012 26

New Military Certification

G.S. 45-21.12A

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G.S. 45-21.16(f)

Waiver of Service of Notice of Hearing/Hearing

- In case of secured indebtedness of \$100,000 or more, any person entitled to notice & hearing may waive service by the sheriff and accept service by signed & acknowledged written instrument, and if so specified, waive the right to answer and/or appear at the hearing.
 - Waiver must <u>clearly</u> state what is being waived. (Service of notice; or hearing; <u>or</u> BOTH service of notice and hearing). Waiver must be at the time of the filing, not as of the loan.

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OF THE COURTS

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Notice of Hearing cont...

- Party does not waive the right to a hearing by not appearing.
- Party's presence and willing participation at hearing constitutes waiver of notice.
- Consent judgment allowed only under circumstances authorizing waiver of notice and/or hearing.

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IF THE COURTS

Continuance of Hearing*

- Clerk must continue hearing if all parties have not been served at least 10 days before the hearing (or if served by posting at least 20 days before the hearing).
- Clerk may grant continuance of hearing "for good cause" like any other proceeding before the clerk. See factors in G.S. 45-21.16.C – Whether additional time or measures have reasonable likelihood of resolving.
- *The clerk should keep in mind that the lender's damages and the debtor's deficiency continue to increase until the sale is held.*



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Hearing by Clerk

- Hearing must be held before the clerk in the county where the land (or any part thereof) is situated. [G.S. 45-21.16(d)]
- Only one hearing is held when the property is located in more than one county; however, notice of hearing must be filed in every county where a portion of the land is located.
- If the debtor wishes to raise issues of equity or fairness, the debtor can do so by filing a lawsuit in superior court to enjoin foreclosure pursuant to G.S. 45-21.34.



- Clerk must swear any witnesses who testify at the hearing.
- Clerk may consider evidence presented by parties, affidavits, and copies of documents.
 - Photocopies are acceptable.

Hearing is limited to determination of <u>six</u> issues upon which clerk must base findings of fact – GS 45-21.16(d).

- Legal Defenses (defenses that relate directly to negating the six findings necessary to enter an order authorizing sale - are properly considered by the clerk at the hearing).
- Equitable Defenses (defenses which relate to something other than the six findings necessary to enter an order authorizing sale and may <u>not</u> be considered by the clerk at the hearing).



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Equitable or Legal?

- Defense 1
- Defense 2
- Defense 3
- Defense 4
- Defense 5
- Defense 6
- Defense 7
- Defense 8



THE FINDINGS

- •1) Notice proper notice to those entitled to it.
- 2) Right to Foreclose express power of sale in the instrument.
- 3) Valid Debt held by party seeking foreclosure.
- 4) Default by debtor.
- 5) After 11/1/10 Not a "Home Loan" or all notices timely given.
- 6) After 1/1/11 Not Active Duty Military with prior DoT.



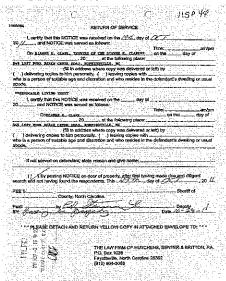
December 2012 34

Hearing by Clerk cont...

1) NOTICE

- Notice of Hearing must comply with G.S. 45-21.16.
- Clerk should check deed of trust to make sure terms regarding notice have been complied with, especially with regard to any additional persons entitled to notice.
- Make sure that all parties have been served at least 10 days before hearing (Posting - 20 days).

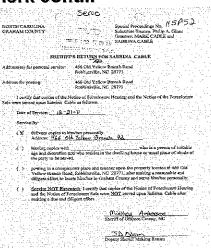




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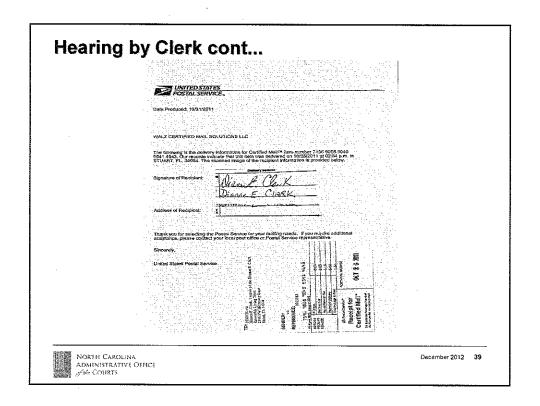
December 2012 36

Hearing by Clerk cont...



NORTH CAROLINA ADMINISTRATIVE OFFICE of COURTS

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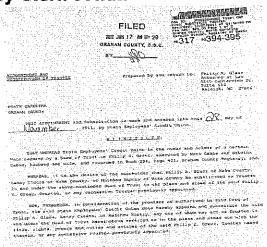
2) RIGHT TO FORECLOSE

- Evidenced by terms of instrument itself.
- Clerk should make sure that substitute trustee initiating foreclosure has authority to exercise the power of sale.
 - Evidenced by written document recorded by the register of deeds prior to the NOH.



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Hearing by Clerk cont...





3) VALID DEBT

- Evidence must show that party seeking to foreclose is <u>HOLDER</u> of valid debt.
- Invalid? S/L, Wrong parties, other defects.
- Holder Possession of original note (assignment or endorsement) is the key in determining holder of valid debt.
 - See memo dated January 24, 2007 "Foreclosure Involving Mortgage Electronic Registration Systems" - for more information on holder of valid debt. Memo posted to the AOC intranet website:

https://cis1.nccourts.org/intranet/aoc/legalservices/legalmemos/index.jsp



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Hearing by Clerk cont...

- Photocopies of note and deed of trust are admissible as evidence of indebtedness. Foreclosing party must introduce assignments or endorsements (or copies) to prove holder. See In re Foreclosure of Adams, 204 NC App. 318.
- The fact that some amount of money is owed is sufficient to show default; the amount of debt outstanding is irrelevant and the clerk can find valid debt even if the amount is in dispute.



NORTH CAROLINA ADMINISTRATIVE OFFICE of the COURTS

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Hearing by Clerk cont...

4) DEFAULT

- Failure to pay installments as they become due.
- Failure to provide insurance, pay taxes, or any other default in an obligation created by the instrument.

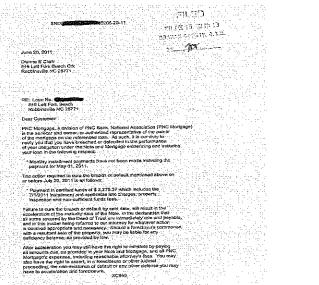
NORTH CAROLINA ADMINISTRATIVE OFFICE of the COURTS

- Demand letter may be required by terms of deed of trust before default can occur.
 - Clerk may need to review deed of trust.
 - If deed of trust requires a demand letter or specific notice, affidavit should indicate that proper letter was sent or notice given.

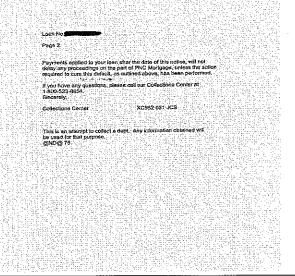


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Hearing by Clerk cont...



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of the Courts

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Hearing by Clerk cont....

- **5) Home Loan BEFORE** proceeding to the 5th finding, ask the following questions:
- a) Is the loan a non-home loan as defined in G.S. 45-101? If yes, Preforeclosure notice doesn't apply and proceed to b).

Ex. of non-home loan: home equity lines of credit, loans to entities, loans on commercial, rental or vacation property – other than the borrower's principal dwelling.

b) Has the trustee submitted into evidence a signed and notarized "Non-Home Loan Certificate" printed from the AOC/NCHFA database to indicate it's not a home loan?

if "Yes" to both of these questions – Enter the fifth finding as: The loan is NOT a home loan. Proceed to 6th finding.

NORTH CAROLINA
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ACCOUNTS

■ What is a Non-Home Loan Certificate

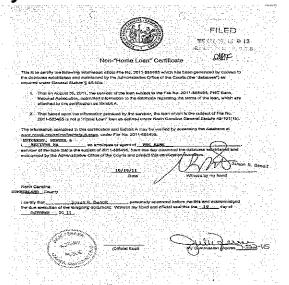
- This certificate will certify that the loan is not a "home loan".
- Notarized signature by the lender/servicer certifying the form was printed from the database (sworn affidavit).
- Certificate can be received into evidence to establish that the loan is <u>not</u> a "home loan".
- Verify printout certification on the HFA database (Non-home loan certificate).
- If no HFA certification, clerk should require affidavits or sworn testimony clearly establishing that the loan is NOT a home loan.



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Hearing by Clerk cont...

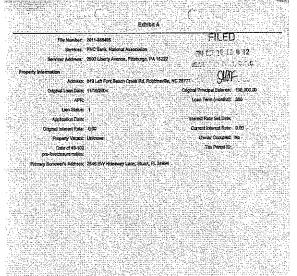


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With COURTS

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Hearing by Clerk- Home Loan

If It Is A Home Loan, trustee must show:

- Pre-foreclosure notice was provided in all material respects; and
- Periods of time established under the act have expired.
- Both can be verified by a "Conditional Certificate of Compliance" form from the HFA.
 - Conditional Certificate of Compliance certifies that all required pre-foreclosure information has been submitted to database, and IF pre-foreclosure notice was sent to the borrower as required, then, based on the information submitted, the applicable time periods for compliance by the lender/servicer with all pre-foreclosure notice requirements have all expired.
 - Certificate <u>not</u> available for the lender/servicer to print in the database until the 45th day (or 75th day, if the HFA ordered a one-time 30 day extension).
 - For both home loans and loans that cannot be determined.



Hearing by Clerk- Home Loan cont....

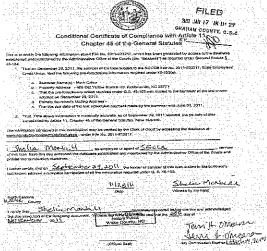
Conditional Certificate of Compliance

- Notarized certification by lender or servicer
 - detailing when and how notices were given to show that all notice requirements of the statute have been complied with
 - demonstrating that all applicable time periods have expired
- Best practice for the clerk to require that a copy of the 45 day preforeclosure notice sent to the borrower be attached to the certification or otherwise introduced into evidence to show compliance with the statute.



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Hearing by Clerk cont...



Hearing by Clerk- Home loan cont...

- To determine if Lender/Servicer has complied with the statutory requirements, and that all applicable time periods have expired, the Clerk should start with the presumption that the loan is a home loan.
 - Require an affidavit attaching a copy of the pre-foreclosure notice to the borrower. (Verify that the notice contains all required elements).
 - Confirm that the loan information was submitted to the database within 3 business days of the pre-foreclosure notice by accessing the database and searching for the loan under the borrower's name, address, or NCHFA file number, if available.
 - Confirm that the requisite time period passed prior to the filing of the foreclosure action.
- Enter the 5th Finding as: "The pre-foreclosure notice required under G.S. 45-102 was provided in all material respects and the required time periods expired prior to the filing of the NOH".



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The Fifth Finding Summary

Not a Home Loan:

■ The Fifth Finding is "Not a Home Loan"

Even if it is a Home Loan:

The pre-foreclosure notice required under G.S. 45-102 and 103 was provided in all material respects, and the requisite time periods expired prior to the filing of the NOH.

****To confirm that the information submitted to you was correct, that no extension was ordered, or that a non-home loan certificate was validly issued, you may access the database.



Dismissal and Sanctions

The following are grounds for dismissal without prejudice and payment by the filing party of the costs incurred by borrower in defending the action.

- Failure to submit a "home" loan to the database.
- Falsely certifying in the NOH on a "home" loan that the loan is not a home loan or that the pre-foreclosure notice was given in all material respects.



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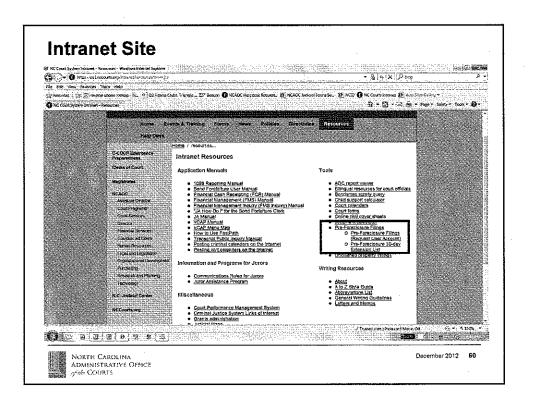
Find The Loan On The HFA Data Base

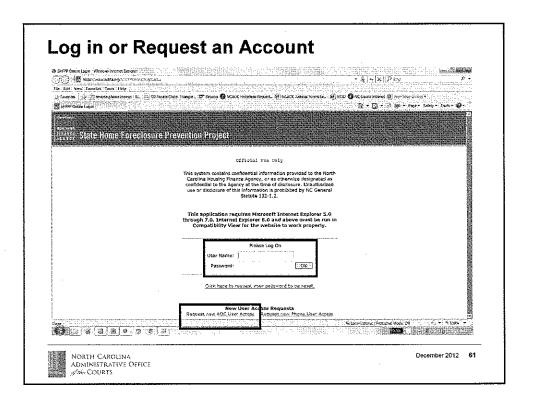
1. Go to the AOC Intranet site:

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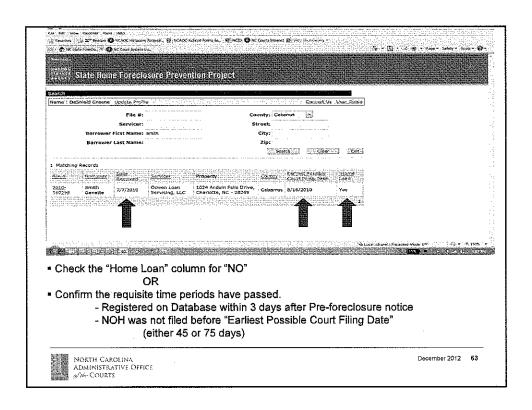
- 2. Click Resources > Tools
- 3. Click Pre-Foreclosure Filings to access account or request account.
- 4. Enter your User ID (E-mail address)
- 5. Enter your password
- 6. Find the loan: county, unique HFA file #, name







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NORTH CAROLINA December 2012 62 ADMINISTRATIVE OFFICE				



6) - Military Finding - G.S. 45-21.12A, & 10 USC 101(d)(1)

In foreclosures filed on or after 1/1/11, the clerk must make a new 6th finding that "the sale is not barred by G.S. 45-21.12A," which provides a lender may not exercise a power of sale during or within 90 days after debtor's military service, and CSC may not hold a hearing without certification the hearing will not take place within those dates.

- Applies only to members of the Army, Navy, Air Force, Marine Corps, or Coast Guard on active duty, or within 90 days thereafter.
- ■Does NOT apply to full time National Guard duty, except upon a call to active duty by the President or Sec. of Defense for a period of more than 30 consecutive days for national emergency.

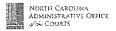
https://www.dmdc.osd.mil/appj/scra/scraHOME.doc



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MILITARY FINDING, cont.

- Applies only to mortgages and DoTs originated before their period of military service.
- •May be waived by written instrument executed during or after military service.
- Does not affect judicial foreclosures, only Chap. 45 cases.
- ■NOTE: General Assembly staff attorneys advise this **also prohibits HOA lien foreclosures** (HOA liens also under Chap 45)



SERVICE MEMBERS CIVIL RELIEF ACT

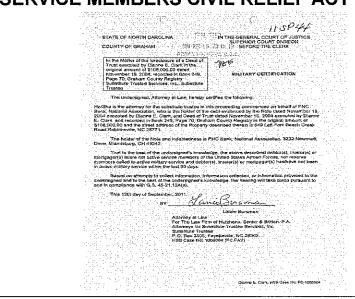
Even if the military finding does not apply, any foreclosure involving military personnel may be affected by the Service Members Civil Relief Act. Please see the memos detailing how to handle those matters on the NCAOC intranet site:

https://cis1.nccourts.org/intranet/aoc/legalservices/legalmemos/index.jsp



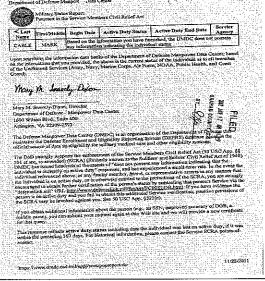
December 2012 66

SERVICE MEMBERS CIVIL RELIEF ACT



NORTH CAROLINA
ADMINISTRATIVE OFFICE
For COURTS

SERVICE MEMBERS CIVIL RELIEF ACT



NORTH CAROLINA ADMINISTRATIVE OFFICE December 2012 68

SERVICE MEMBERS CIVIL RELIEF ACT

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Region 125/6648-VSPT.

NORTH CAROLINA Administrative Office of the Courts

Equitable or Legal?

- Defense 1
- Defense 2
- Defense 3
- Defense 4
- Defense 5
- Defense 6
- Defense 7
- Defense 8



December 2012 70

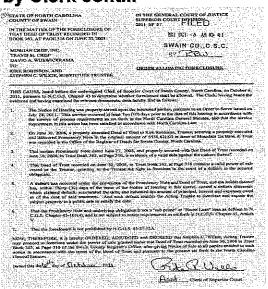
Hearing by Clerk cont...

Clerk's Findings and Order of Sale

- <u>GRANT</u> request to proceed with foreclosure sale if clerk finds the existence of <u>ALL</u> six requisite issues from the evidence presented.
- <u>DENY</u> request to proceed with foreclosure sale if clerk fails to find the existence of <u>ANY ONE</u> of the requisite issues.



Hearing by Clerk cont...



NORTH CAROLINA
ADMINISTRATIVE OFFICE
Fig. Courts

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COB Suspension

G.S. 45-21.16B

- Commissioner of Banks may require suspension of foreclosure proceedings for 60 days (G.S. 45-21.16B & 53-244.117).
- Applies to <u>residential</u> real property foreclosure proceedings filed on or after January 1, 2009.
- COB may notify the clerk, and the clerk must enter an order suspending the foreclosure proceedings for 60 days from the date of the notice.

NORTH CAROLINA
ADMINISTRATIVE OFFICE

With COURTS

COB Suspension cont...

G.S. 45-21.16B

- If the suspension order comes <u>before</u> the hearing, and the 60 day period later expires, the trustee may proceed to hearing by providing at least 10 days written notice to all parties.
- If the suspension order comes <u>after</u> the hearing and after an order allowing the foreclosure to proceed has been entered, but before the expiration of the upset bid period, and the 60 day period later expires, the trustee need not seek rehearing of the matter. Instead, he or she need only re-advertise and hold the sale in accordance with G.S. 45-21.16A, 17, and 17A.
- If the COB determines the violation has been cured or that no material violation actually occurred, and the COB so notifies the clerk prior to the expiration of the 60 day period, the trustee may resume the foreclosure proceeding immediately, and proceed <u>after giving proper notice</u>. (G.S. 53-244.17)



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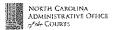
After the Hearing

- Following entry of the order of sale, the trustee can give notice of sale and conduct sale under the statute and deed of trust [G.S. 45-21.16(d)].
- Trustee must file a certified copy of clerk's order of sale in any other county where a portion of the property is located before trustee may proceed with sale of property located in that county.

Appeal

Appeal

- May be appealed within 10 days.
 - Less than \$10,000 district
 - \$10,000 or more superior
- Appeal heard trial de novo.
 - Judge is limited to same six findings of fact.



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Appeal Bond

- Clerk must set appeal bond to protect opposing party from probable loss as a result of a delay in the foreclosure. [G.S. 45-21.16(d1)]
- The CSC must require a bond that is 1% of the principal balance due on the note or debt instrument. The CSC has discretion to require a lesser bond in cases of undue hardship or for other good cause shown, or to require a higher bond if there is a likelihood of damage or waste to the property or for other good cause shown. [G.S. 45-21.16(d1)]



Appeal - Alternative Bond

- In setting an alternative bond to the 1% presumptive bond, the clerk may wish to consider various factors depending on the facts of the particular case, such as:
 - Equity in property
 - Length of appeal
 - Daily interest accruing on note
 - Lack of adequate hazard insurance
 - Weather conditions affecting partial construction
 - Lack of occupancy
 - Physical security of property



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Appeal cont...

- When the bond is posted, the clerk must stay the foreclosure pending appeal [G.S. 45-21.16 (d1)].
- Parties have a right to have the appeal heard promptly, generally the next succeeding term of court.
- Trustee must file a certified copy of an order entered as a result of appeal in all counties where notice of hearing filed.



Sale by Trustee G.S. 45-21.16A

Notice of Sale

Contents

- Description of the instrument;
- Date/hour/place of sale;
- Description of the real property & improvements to be sold;
- Terms of the sale;
- Any other provisions required by deed of trust;
- Statement that property will be sold subject to taxes or special assessments; and
- Statement whether the property will be sold subject to or together with identified subordinate interests.



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Sale by Trustee

G.S. 45-21.16A

Special Processings No.
Substitute Trustee: Philip A. Glass
ont 15 to ≥ 29 NOTICE OF FORECLOSURE SALE Dati of Sain: Petersery 14, 2012

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Posted on 12/12/1/

NORTH CAROLINA ADMINISTRATIVE OFFICE Spic Courts

Notice of Sale cont...

G.S. 45-21.17

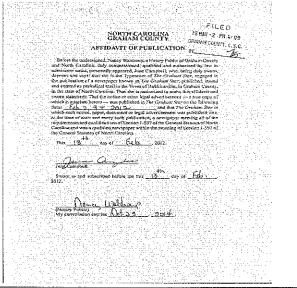
- Must be posted & published as required by the deed of trust & according to statute.
 - Posted in area designated by the clerk for posting publications in the county in which the property is situated at least 20 days immediately preceding sale.
 - Published in a newspaper that is published in & qualified for legal advertising in the county in which the property is located, or, if none, in one having general circulation in the county, once a week for two successive weeks, at least 7 days apart & completed no more than 10 days preceding date of sale.

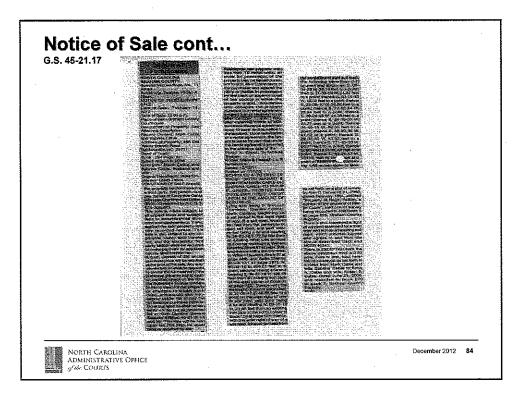


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Notice of Sale cont...

G.S. 45-21.17





Notice of Sale cont...

- Clerk may authorize additional advertising which in the opinion of the clerk will serve the interest of the parties, with costs paid as part of the cost of foreclosure.
- If the property is situated in more than one county, the trustee must comply with notice of sale provisions in each county in which any part of property is situated.
- Trustee must mail a notice of sale by first class mail at least 20 days before sale to all parties entitled to hearing, and to any party who has properly filed a request to receive notice of sale.

NORTH CAROLINA ADMINISTRATIVE OFFICE ASSOCIATES

Time & Place of Sale

- Courthouse door of county in which land is situated, except as follows:
 - Single Tract located in two or more counties (Sale may be held in any one of the counties).
 - If Deed of Trust designates place of sale within county, the sale is held at the designated place.
 - If trustee is given power to designate place, the place shall be either on the premises to be sold or at the courthouse door in a county where property situated.



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Sale by Trustee - Time

G.S. 45-21.23

- Sale may take place between 10:00 A.M. and 4:00 P.M. on any day except Sunday or a legal holiday when the courthouse is closed.
- The sale must begin at the designated time and place except that a one-hour delay or a delay caused by other sales at same place is permitted.



G.S. 45-21.21

Postponement of Sale

- May be postponed by the person exercising the power of sale to not later than 90 days (exclusive of Sunday) after the original date of sale, when:
 - There are no bidders;
 - Number of prospective bidders is substantially decreased by inclement weather or any casualty;
 - So many other sales are scheduled as to make it expedient or impracticable to hold the sale;
 - Trustee is unable to hold sale because of illness or other good reason; or
 - Other good cause exists.



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Sale by Trustee cont...

- Procedure for Postponement
 - Trustee must publicly announce the postponement at the time and place advertised for sale.
 - On the same day, trustee must attach a notice of postponement to the original notice of sale posted at courthouse bulletin board or note the postponement directly on the original notice.
 - Trustee must give notice of postponement (written or oral) to each person entitled to notice.



■ If the sale is not held at the time fixed and is not postponed as required, trustee must comply again with the provisions of notice of sale in G.S. 45-21.16A, 45-21.17, and 45-21.17A but need not comply with the provisions for notice of hearing and hearing in G.S. 45-21.26.



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Sale by Trustee cont...

G.S. 45-21.20

Termination of Power of Sale

Debtor can terminate the power of sale before the sale by tendering payment of the obligation secured along with all expenses incurred, including the trustee's fees, if any.



Sale Procedure

- Trustee may appoint an agent or attorney to conduct the sale.
- Person conducting the sale invites offers from those attending and accepts the bid of highest bidder.
- Trustee (or agent) may <u>not</u> personally bid on or purchase the property at the sale.
- Lender may bid on property secured by deed of trust (not a mortgage).



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Sale by Trustee cont...

- Purchaser must be able to pay a cash deposit, if required.
- If no provision in deed of trust, the trustee may require the highest bidder to make an immediate cash deposit, not to exceed the greater of 5% of the bid or \$750.
- Property may be re-offered immediately if the highest bidder fails to make the required deposit.
- Bidder on property is bound from the moment the bid is accepted.



G.S. 45-21.24

Continuance of Sale

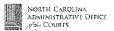
- If sale has begun and is not completed by 4:00 P.M., the trustee (or agent) may continue the sale until the following day, other than Sunday or legal holiday.
- If such continuance is necessary, the time of the continued sale must be publicly announced.



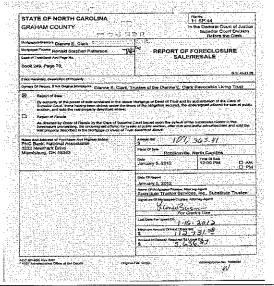
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Report of Sale

- Form: AOC-SP-400 (Report of Foreclosure Sale/Resale).
- Trustee must file with the clerk in county where sale took place.
- Must file within five (5) days following the sale to the highest bidder.



Report of Sale



NORTH CAROLINA ADMINISTRATIVE OFFICE of the COURTS

December 2012

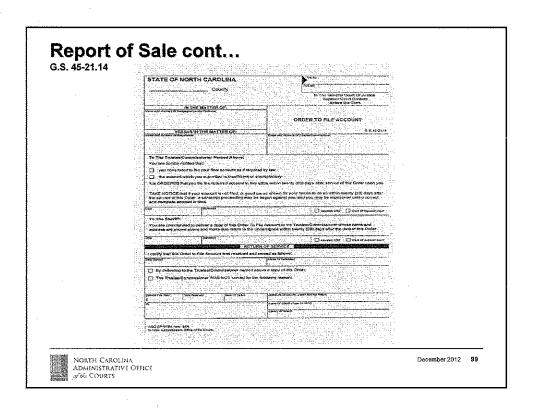
Report of Sale cont...

Fail to File?

- Clerk may order the trustee to file a correct and complete report within 20 days after service of the order on him/her.
- No specific NCAOC form but may modify...
 - Notice to File (AOC-SP-404)
 - Order to File (AOC-SP-915M)
 - Civil Contempt/ Show Cause (Proceed with care)

NORTH CAROLINA ADMINISTRATIVE OFFICE of the COURTS

Report of Sale cont... G.S. 45-21.14 STATE OF NORTH CAROLINA Country Co



Report of Sale cont...

When do rights of parties become fixed?

- If no upset deposit is filed with the clerk by the close of the normal business hours on the 10th day after filing the report of sale. (G.S. 45-21.27)
- Debtor retains an insurable interest and the right to possession until the purchase price is paid and the deed delivered. See <u>Sprouse v. North River Ins. Co...</u> 81 NC App. 311 (1986).



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Upset Bid Period

Definition

- Bid or offer to buy real property for a higher price than the property sold for at the original sale or prior upset bid.
- There is no advertised resale after an upset bid; rather each upset bid is followed by period of 10 days for further upset bids unless a successful bidder defaults.



G.S. 45-21.27

Requirements of upset bid

- Determine whether the upset bid was filed in proper time.
 - Must be deposited with clerk within 10 days after the <u>filing</u> of the report of sale or last notice of upset bid is filed.
 - Day one is the day AFTER the report is received by the clerk.
 - If the 10th day falls on a weekend or a legal holiday when the courthouse is closed for transactions, the bid must be filed by the close of normal business hours on the next day that the office is open for business.
 - Deposit must be filed by the close of normal business hours on the 10th day after filing of report of sale. (Physically present the money to the clerk).



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Upset Bid Period cont...

Determine whether the <u>amount</u> of the upset bid is adequate.

- An upset bid must exceed the reported sales price by at least 5%, but in any event the minimum increase is \$750.
 - Clerk cannot require an <u>upset bid</u> in excess of the amount required by statute. CSC can establish conditions of sale, including high cash bond.
 - Bidder can make an upset bid higher than the minimum required by statute.



Determine whether the upset bidder made a proper deposit.

- The upset bidder must make a deposit with the clerk of an amount equal to 5% of the amount of the upset bid, but at least \$750.
- Deposit must be made in cash, certified check, or cashier's check satisfactory with clerk.
- There is no authority which would allow clerk to accept a check that is not a certified or cashier's check.
- Clerk should not accept a bid filed after the close of business hours of the tenth day.



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Upset Bid Period cont...

Determining the Minimum Amount of Upset Bid and the Amount of Upset Deposit Example 1

> Amount of High Bid at Sale/Resale \$30,000

Minimum Amount of Next Upset Bid \$31,500 (\$30,000 x 1.05) Amount of Upset Deposit \$1,575 (\$31,500 x .05)



Determining the Minimum Amount of Upset Bid and the Amount of Upset Deposit

(Minimum Increase is less than \$750)

Example 2

Amount of High Bid at Sale/Resale \$10,000

Minimum Amount of Next Upset Bid \$10,750 (\$10,000 x 1.05=\$10,500) Must be at least \$750

Amount of Upset Deposit \$750 (\$10,750 x .05=\$537.50) Must be at least \$750



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Upset Bid Period cont...

Determining the Minimum Amount of Upset Bid and the Amount of
Upset Deposit
(Higher Upset Bid than Required)
Example 3

Amount of High Bid at Sale/Resale \$25,000

Minimum Amount of Next Upset Bid \$26,250

(\$25,000 x 1.05) However, bidder enters an upset bid of \$30,000 Amount of Upset Deposit \$1,500 (\$30,000 x .05)



Notice of Upset Bid

- Upset Bidder must file a Notice of Upset Bid.
- AOC-SP-403 (Notice of Upset Bid Notice to Trustee or Mortgagee).
- Contents
 - Name, address, phone number of upset bidder;
 - Amount of the upset bid;
 - State sale will remain open for 10 days for further upset bids; and
 - Signature of upset bidder (or attorney/agent).



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Upset Bid Period cont...

- Clerk must notify trustee when a notice of upset bid is filed.
- Trustee must give written notice of upset bid to the last prior bidder, current record owners of property, and others requesting notice.
 - Notice must be given by first class mail to last known address.
 - If trustee fails to notify proper parties, upon motion of trustee, the clerk may extend time for filing of upset bids.



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NORTH CAROLINA
ADMINISTRATIVE OFFICE
of the COURTS

December 2012 11

Upset Bid Period cont...

G.S. 45-21.27(b)

Compliance Bond

- Clerk may require an upset bidder to deposit a compliance bond (cash bond or surety bond) in an amount not to exceed the total amount of the upset bid less the amount of required deposit.
- Under current law, it may not be as necessary to require the posting of a compliance bond in a foreclosure case as it was in the past when the filing of an upset bid required readvertising and reselling the property.
- Compliance bonds are payable to the State of North Carolina for use of the parties in interest and are conditioned on the principal obligor's compliance with the bid.
- An upset bid that does not meet the compliance bond requirement is void and has no effect.



- Upset bidder is subject to terms of the original notice of sale unless it has been modified by court order.
- When an upset bid is filed that complies with the statute, the last prior bidder is released from any further obligation on account of his/her bid, and the clerk must release any deposit or bond provided by bidder on the prior upset bid.
- The trustee must release the deposit on the original sale when an upset bid is filed.
- If bankruptcy has been filed, the current bidders deposit may be released <u>upon receipt of a certified copy</u> of an order or notice from the Bankruptcy Court indicating the filing of bankruptcy by the debtor(s). [G.S. 45-21.22]



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Defaulting Bidders

G.S. 45-21.30

- If bidder fails to make a cash deposit immediately after making a high bid, the trustee must again offer the property for sale at the same time and place.
- If bidder fails to comply with the bid after tender or a bona fide attempt to tender a deed for the property, the clerk, upon motion, may enter an order authorizing a resale.
- Bidder is liable on the bid to the extent that the final sales price is less than defaulting bid, plus all costs of resale.
- Clerk must hold the deposit or compliance bond made by a defaulting bidder because the deposit & bond secure payment of the amount for which the defaulting bidder remains liable.



Defaulting Bidder cont...

Claiming deposit/determining defaulting bidder's liability:

- Upon motion, clerk may give deposit to trustee to apply to default damages.
 - Before giving back the deposit, clerk should give notice to defaulting bidder to appear and show cause why the money should not be turned over to the trustee to apply to the default.
 - Trustee then accounts for deposit in the final report of sale.
- Clerk should <u>not</u> release the current bidders deposit to the depositor until the sale has been completed.
- Defaulting bidder is entitled to a refund of his/her deposit after the property is resold for amount in excess of the bid of defaulting bidder plus expenses of resale.



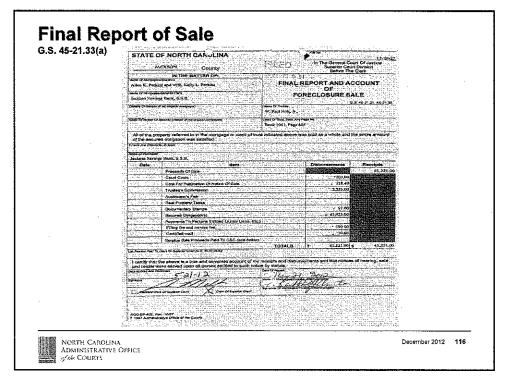
December 2012 11

Final Report of Sale

G.S. 45-21.33(a)

- Trustee (or agent) must file a final report and account of receipts and disbursements with the clerk.
- AOC-SP-402 (Final Report and Account of Foreclosure Sale).
- Report must be filed within 30 days after receipt of the proceeds of sale.
- Report must show whether property was sold as a whole or in parts, whether all the property was sold, and whether all or only part of the obligation was satisfied. NOTE: If tracts sold separately, and were subject to separate upset bidding, separate final reports & fees are required.





Final Report of Sale cont...

- Clerk <u>audits</u> the account and records it.
- Does not approve it.
- Clerk is merely authorized to determine whether entries in the report reflect the actual receipts and disbursements made by the trustee.
- Clerk should make sure there are proper vouchers or documentation for each receipt or disbursement entered on the final report and account.
- Clerk has no authority to pre-approve costs & expenses of sale including trustee's commission and auctioneer's fee.



Final Report of Sale cont...

G.S. 7A-308(a)(1)

Fees which should appear on the final account include:

- \$300.00 for foreclosure under power of sale in deed of trust.
- \$.45 per \$100.00 of final sales price, with a minimum fee of \$10.00 and a maximum of \$500.00.
 - The fee is not collectable where the ultimate burden of paying the fee falls upon the federal government.
- Recordation fee for Trustee's Deed.
 - May want to provide Book and Page number on account.
- Recordation fee for Notice of Foreclosure.



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Final Report of Sale cont...

Trustee (or agent) must also file with clerk the following:

- Copy of notices of sale & resale, if any, which were posted.
- Copy of notices of sale and resale, if any, which were published, with affidavit of publication; and
- Proof as required by the clerk that notices of hearing, sale and resale were served on all parties entitled to notice.
- In the absence of an affidavit to the contrary, an affidavit by the person holding the sale that notice of sale was posted in area designated by clerk for posting public notices in proper county 20 days before sale is proof of compliance with requirements of G.S. 45-21.17(1)(a).



Final Report of Sale cont...

G.S. 45-21.14

Failure to File?

- Clerk may issue order to compel the filing of a correct and complete report within 20 days, and upon a failure to comply may initiate civil contempt proceedings against person (proceed with care).
- NCAOC forms that may be used:
 - Notice to File (AOC-SP-404)
 - Order to File (AOC-SP-915M)



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Order of Possession

- Clerk may issue an order for possession of real property sold in favor of the purchaser and <u>against the former owner</u> when the following <u>six</u> items have occurred:
- 1) Property is sold in exercise of the power of sale;
- 2) Statutory provisions have been complied with;
- 3) Sale has been consummated and purchase price has been paid;
- 4) Purchaser has acquired title to and is entitled to possession;
- 5) Ten days notice has been given to former owner who remains in possession; and
- 6) Application is made by petition to the clerk by the trustee, the lender, the purchaser of the property, or an authorized representative of any of the three. [G.S. 45-21.29(k)]
- Clerk may require an affidavit indicating compliance.



Order of Possession cont... - NORTH CAROLINA IN THE GENERAL COURT OF JUSTICE BEFORE THE CLERK SEP Z 8 ZBS la the Master of the Ferenciosury of a Deed of Trust. APPLICATION FOR WEI OF POSSESSION IN 1995 recorded by Kenneth M. Sanneth odered December 1995 recorded in Exch. 2009 F. Party 1465. The Law Films of Faithberrs, Sentre & Britain, F.A. Wiresen Salen, No. 27105 Wirese Salen, No. 27105 APPLICATION FOR WRIT OF POSSESSION The underrigned Applicant respectfully shows unto the Giers, that the requirements of NCGS \$44.21.29. That the property described in the Deed of Trast set furth above wisk duly sold in the execution of the percess of also provised contained in the shales referenced Deed of Trast on the seventeenth, days of Augies, 2005. 2 The previous of Article 2A of NCOS Chapter 45 have been complied with: Tim rate has been consumpaged and the parchase price said; The purchaser has acquired title to and is satisfied to possession of said real property; That following the conformation on the 19th day of August, 2013; of said pale, hotifications of tail rule was given in writing to the occupants in passession of taid property giving them see: (10) days to vector half insperty; And that to date, said companie have not vacated the said proper WEIGURE CRE, this legisleship rays for is Not us be stopped to the Shediff of Foreith County, Notify. Carolina, directing him to forthwith remove the occupants from the premises. This 27th day of Singlember, 2005

NORTH CAROLINA ADMINISTRATIVE OFFICE of the COURTS

Order of Possession cont...

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DO NOT ISSUE A G.S. 45-21.29 WRIT OF POSSESSION REGARDING A TENANT

NOTE: A writ of possession may not be issued against a bona fide tenant (someone other than a child, spouse or parent) with a lease by arm's length transaction for rent not substantially less than FMV. The new buyer must honor the lease, and the tenant may only be removed by summary ejectment. Federal law applies whether lease is recorded or not.

- If the lease has expired new purchaser must give 90 days notice to bona fide tenants.
- If the buyer sells the property to someone as a primary residence, the lease can be terminated at closing, upon prior 90 day notice. [US Public Law 111-203, expires 12/31/14].
- OK to issue writ under G.S. 45-21.29 against former owner.



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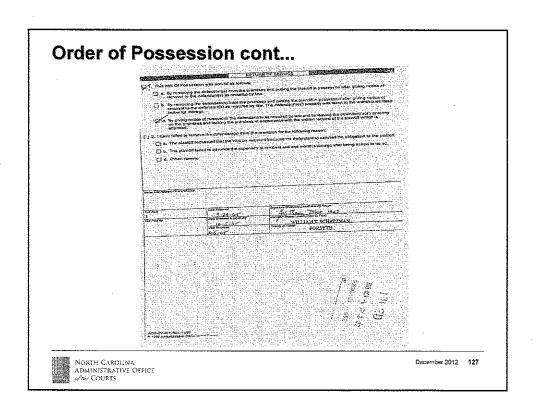
Order of Possession cont...

Orders of possession must be directed to the sheriff and must authorize the sheriff to remove all occupants in possession and their personal property from premises and to put the purchaser in possession.

- Executed in same manner as a writ of possession in a summary ejectment proceeding under G.S. 42-36.2.
- Purchaser has same rights as a landlord under G.S. 42 & 44A.
- Purchaser is not entitled to possession until the purchase price is paid and the deed has been delivered; the debtor may remain in possession pending the closing.



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