



## Foreclosure Sale Bidding Instructions

**March 1, 2011** - In order to establish foreclosure sale bids and promote legitimate third-party bidding, PMI requires you to obtain either a Broker's Price Opinion (BPO) or Appraisal, dated within 90 days prior to the foreclosure sale date to determine the current Fair Market Value (FMV) of the Property. PMI will not accept Automated Valuation Models (AVMs). Review the BPO or Appraisal for accuracy, reasonableness and any indication of physical damage or casualty. Use the "as is" value to establish the bid, unless there is a 20% variance between the "as is" and "repaired" value. In that case, use the "repaired" value.

Start the bidding at the percentage of the current Fair Market Value of the Property indicated on the following bidding instruction chart, **not to exceed the total debt**<sup>1</sup>. If a third party enters the bidding, you must continue bidding up to a minimum of the current Fair Market Value of the Property and you may continue bidding up to the total debt<sup>1</sup>.

State	PMI Deficiency	Opening Bidding Instructions
AK	N	80% of FMV
AL	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
AR	Y	80% of FMV
AZ	N	80% of FMV
CA	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
CO	Y	80% of FMV
CT <sup>2</sup>	Y	80% of FMV *
DC	Y	80% of FMV
DE	Y	80% of FMV
FL	Y	Start at \$100.00 up to <b>Total debt</b> <sup>1</sup>
GA	N	90% of FMV
HI	Y	80% of FMV
IA	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
ID	Y	80% of FMV
IL	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
IN	Y	80% of FMV
KS	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
KY	Y	Start at 2/3 of the sheriff's appraisal up to <b>Total debt</b> <sup>1</sup>
LA	Y	Start at 2/3 of the sheriff's appraisal up to <b>Total debt</b> <sup>1</sup>
MA	Y	80% of FMV
MD	Y	80% of FMV
ME	Y	80% of FMV
MI	Y	80% of FMV
MN	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
MO	Y	80% of FMV
MS	Y	80% of FMV

State	PMI Deficiency	Opening Bidding Instructions
MT	N	90% of FMV
NC <sup>3</sup>	Y	80% of FMV
ND	Y	80% of FMV
NE	Y	80% of FMV
NH	Y	80% of FMV
NJ	Y	Start at \$100.00 up to <b>Total debt</b> <sup>1</sup>
NM	Y	80% of FMV
NV <sup>4</sup>	Y	80% of FMV
NY	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
OH	Y	Start at 2/3 of the sheriff's appraisal up to <b>Total debt</b> <sup>1</sup>
OK	Y	Start at 2/3 of the sheriff's appraisal up to <b>Total debt</b> <sup>1</sup>
OR	N	90% of FMV
PA	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
RI	Y	80% of FMV
SC <sup>5</sup>	Y	80% of FMV
SD	Y	80% of FMV
TN	Y	80% of FMV
TX	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
UT	Y	80% of FMV
VA	N	Per investor guidelines or <b>Total debt</b> <sup>1</sup>
VT	Y	80% of FMV
WA	N	90% of FMV
WI	N	90% of FMV
WV	Y	80% of FMV <sup>1</sup>
WY		Per investor guidelines or <b>Total debt</b> <sup>1</sup>
Puerto Rico	Y	80% of FMV

\*For Fannie Mae or Freddie Mac investor loans, bid according to the applicable Fannie Mae or Freddie Mac guidelines, unless instructed otherwise by PMI.

If these bidding instructions conflict with either the Investor's or your mortgage pool insurer's instructions, if you have any question about the bidding process, or if you require special consideration in establishing a foreclosure sale bid amount, please feel free to contact the PMI Loss Recovery Department. Please EMAIL the foreclosure sale results and BPO/Appraisal to PMI within 48 hours of the foreclosure sale to [biddinginstructions@pmigroup.com](mailto:biddinginstructions@pmigroup.com).

<sup>1</sup> Total debt is calculated as the sum of the unpaid principal balance, delinquent interest, and foreclosure costs or advances, as adjusted by PMI.

<sup>2</sup> If final foreclosure sale bid is less than total debt, PMI will require that you file a motion within 30 days after the title vests to preserve deficiency rights. Please advise your attorney accordingly.

<sup>3</sup> For loans originated after 1-1-05, please contact PMI.

<sup>4</sup> For loans originated after 10-1-09 bid total debt as no deficiency is allowed.

<sup>5</sup> Deficiency request should be set within initial foreclosure pleadings.