



## HOPE NOW

### Industry Extrapolations and Metrics (October 2010)

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December 6, 2010



## HOPE NOW

### Industry Market Coverage

#### INDUSTRY MARKET COVERAGE

##### Millions of Residential Mortgage Loans

	Loan Count			Hope Now Estimated Percent of Industry	# of Hope Now Companies Reporting
	Hope Now Alliance Survey (Oct 2010)	MBA Delinquency Survey (Q3-2010)*	MBA Survey Extrapolated to Total Industry		
<b>Total</b>	36.1	44.0	50.0	72.2%	21
Prime	31.6	39.7	45.1	70.1%	16
Subprime	4.5	4.3	4.9	91.3%	19

\*"MBA Delinquency Survey" data is for Q3-2010, while "HOPE NOW Alliance Survey" data is for October 2010. MBA estimates that its survey covers approximately 88% of the total industry. "Hope Now Estimated Percent of Industry" is derived by dividing "Hope Now Alliance Survey" (October 2010) by "MBA Survey Extrapolated to Total Industry" (Q3-2010). "Hope Now Estimated Percent of Industry" estimates may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2010.

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## HOPE NOW

Total Solutions

Industry Extrapolations and HAMP Metrics (July 2007 - October 2010)

### "LIFE TO DATE" TOTAL SOLUTIONS

	Q3-Q4 2007	2008	2009	Q1-2010	Q2-2010	Q3-2010	Oct-10	Total
<b>Total Solutions</b>	912,671	2,258,603	4,253,364	1,361,515	1,214,731	1,115,074	362,806	<b>11,478,764</b>
HAMP Permanent Modifications <sup>1</sup>	N/A	N/A	66,938	163,863	167,220	97,877	23,750	<b>519,648</b>
HAMP Trial Modifications <sup>1</sup>	N/A	N/A	956,286	251,403	93,867	72,989	20,998	<b>1,395,543</b>
Proprietary Modifications Completed <sup>2</sup>	206,240	961,355	1,172,490	305,518	331,883	346,910	100,850	<b>3,425,248</b>
Other Workout Plans Completed (Non-HAMP) <sup>3</sup>	706,431	1,297,248	2,057,649	640,730	621,761	597,297	217,208	<b>6,138,325</b>

<sup>1</sup>Source - Making Home Affordable.

<sup>2</sup>Based on "MBA Delinquency Survey" for Q3-2010. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for October 2010 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2010.

<sup>3</sup>Extrapolated. Other Workout Plans Completed is comprised of Repayment Plans Initiated (tracked from Q3-2007), Other Retention Plans Completed and Liquidation Plans (tracked from December 2009).

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## HOPE NOW

"Life to Date" Completed Modifications  
 Industry Extrapolations and HAMP Metrics (July 2007 - October 2010)

### "LIFE TO DATE" COMPLETED MODIFICATIONS

	Q3-Q4 2007	2008	2009	Q1-2010	Q2-2010	Q3-2010	Oct-2010	Total
<b>Total Completed Modifications</b>	206,240	961,355	1,239,428	469,381	499,103	444,787	124,600	<b>3,944,896</b>
HAMP Permanent Modifications <sup>1</sup>	N/A	N/A	66,938	163,863	167,220	97,877	23,750	<b>519,648</b>
Proprietary Modifications Completed <sup>2</sup>	206,240	961,355	1,172,490	305,518	331,883	346,910	100,850	<b>3,425,248</b>

<sup>1</sup>Source - Making Home Affordable.

<sup>2</sup>Extrapolated. Modifications Completed was revised in December 2009 to include Current Modifications and specifically exclude HAMP.

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**HOPE NOW**  
Total Solutions  
Industry Extrapolations

**WORKOUT PLANS (Non-HAMP)**

	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Total Jul-07 to Oct-10
<b>Total Workout Plans (Non-HAMP)</b>	286,423	290,655	282,794	278,868	289,831	290,876	<b>9,243,236</b>
Prime	178,364	177,904	179,652	164,166	184,650	199,352	5,043,360
Subprime	108,059	112,751	103,143	114,701	105,181	91,524	4,199,876
Owner-Occupied	270,384	277,251	267,095	261,634	271,937	273,615	2,926,443
Non-Owner Occupied	18,788	20,127	22,919	17,284	17,962	16,986	217,083
<b>Repayment Plans Initiated<sup>1</sup></b>	104,038	88,449	87,436	89,389	90,468	122,047	<b>5,043,128</b>
Prime	77,040	63,947	62,362	61,701	67,129	92,966	3,172,205
Subprime	26,997	24,503	25,075	27,688	23,339	29,081	1,870,923
Owner-Occupied	98,881	84,866	84,648	84,829	85,845	115,481	1,105,235
Non-Owner Occupied	6,342	5,431	4,806	4,606	4,678	6,474	70,916
<b>Proprietary Modifications Completed<sup>2</sup></b>	109,911	120,811	117,352	112,795	116,764	100,850	<b>3,425,248</b>
Prime	59,398	63,693	66,938	62,400	70,622	70,294	1,425,648
Subprime	50,513	57,119	50,414	50,395	46,141	30,557	1,999,600
Owner-Occupied	105,213	117,763	112,422	105,499	109,178	95,139	1,111,453
Non-Owner Occupied	5,578	7,226	9,442	7,301	7,598	5,496	79,925
<b>Other Retention Plans Completed<sup>3</sup></b>	72,474	81,394	78,006	76,684	82,599	67,978	<b>774,861</b>
Prime	41,926	50,264	50,352	40,065	46,898	36,092	445,507
Subprime	30,548	31,130	27,654	36,618	35,701	31,886	329,353
Owner-Occupied	66,290	74,622	70,025	71,306	76,914	62,996	709,755
Non-Owner Occupied	6,868	7,471	8,670	5,377	5,686	5,016	66,242

<sup>1</sup>Definition of this field was revised in December 2009. HOPE NOW also began collecting Occupancy data at this time.

<sup>2</sup>Proprietary Modifications Completed was revised in December 2009 to include Current Modifications and specifically exclude HAMP.

<sup>3</sup>Other Retention Plans Completed is a new field added in December 2009. It is defined as the number of loans where the customer completed the terms of other retention plan such as: FHA Partial Claim, FHA Secured, VA Refund, Stipulated Repayment / Stip-to-Mod, Forbearance Plans, MI Claim Advance, Reaged / Deferred / Extended, FNMA Home Saver Forbearance, Payment Reduction Plan, or other GSE-sponsored forbearance program.

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**HOPE NOW**  
60+ Delinquency  
Industry Extrapolations

**60+ DELINQUENCY (All Loans)**

<i>In thousands except for ratios</i>	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10
<b>Number of Estimated Industry Loans<sup>1</sup></b>	50,568	50,568	49,963	49,963	49,963	49,963
Prime	45,455	45,455	45,087	45,087	45,087	45,087
Subprime	5,114	5,114	4,876	4,876	4,876	4,876
Owner-Occupied	45,774	45,818	45,298	45,279	45,265	45,129
Non-Owner Occupied	4,794	4,760	4,682	4,683	4,698	4,671
<b>60+ Days Delinquency</b>	3,682	3,488	3,230	3,189	3,187	3,397
Prime	2,573	2,393	2,205	2,161	2,141	2,321
Subprime	1,109	1,094	1,026	1,028	1,047	1,076
Owner-Occupied	3,287	3,198	2,968	2,852	2,838	3,030
Non-Owner Occupied	421	388	335	331	343	351
<b>60 Days+ Delinquency (Percentage of Total Loans)</b>	7%	7%	6%	6%	6%	7%
Prime	6%	5%	5%	5%	5%	5%
Subprime	22%	21%	21%	21%	21%	22%
Owner-Occupied	7%	7%	7%	6%	6%	7%
Non-Owner Occupied	9%	8%	7%	7%	7%	8%

<sup>1</sup>Based on "MBA Delinquency Survey" for Q3-2010. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for October 2010 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2010.



**HOPE NOW**  
Foreclosure Starts and Sales  
Industry Extrapolations (May 2010 - October 2010)

**FORECLOSURE STARTS (All Loans)**

	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10
<b>Total</b>	199,936	186,395	222,977	240,939	245,203	205,125
Prime	154,177	149,621	176,841	188,805	185,793	147,231
Subprime	45,759	36,774	46,136	52,134	59,410	57,894
Owner-Occupied	172,590	159,907	198,021	210,965	214,857	175,473
Non-Owner Occupied	26,903	26,101	24,367	29,460	30,122	28,956

**FORECLOSURE SALES (All Loans)**

	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10
<b>Total</b>	96,362	87,842	96,340	100,081	117,527	69,197
Prime	72,249	69,841	75,962	78,291	87,834	50,780
Subprime	24,113	18,001	20,378	21,790	29,694	18,417
Owner-Occupied	70,612	65,830	73,351	75,522	91,554	48,595
Non-Owner Occupied	25,529	23,271	24,182	23,171	24,692	19,492

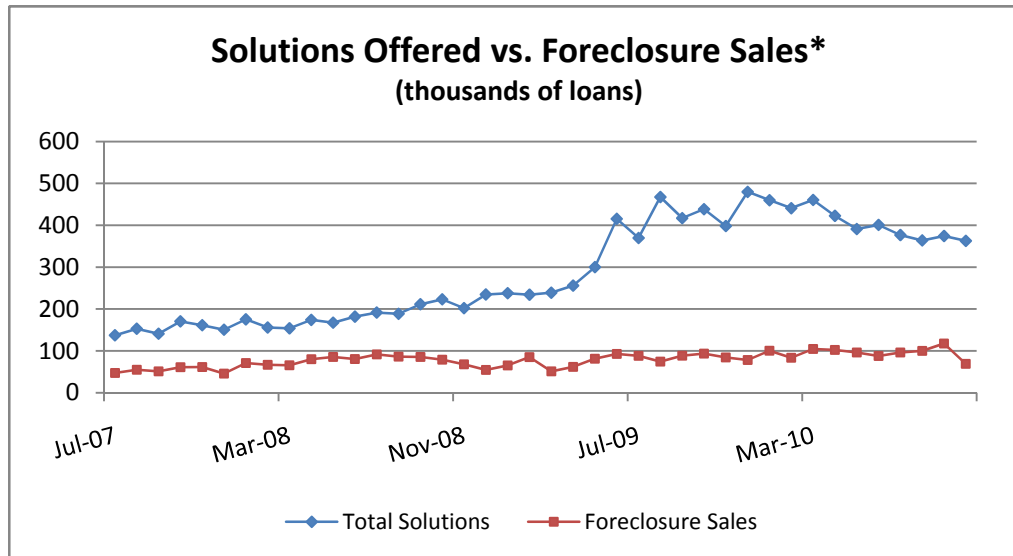
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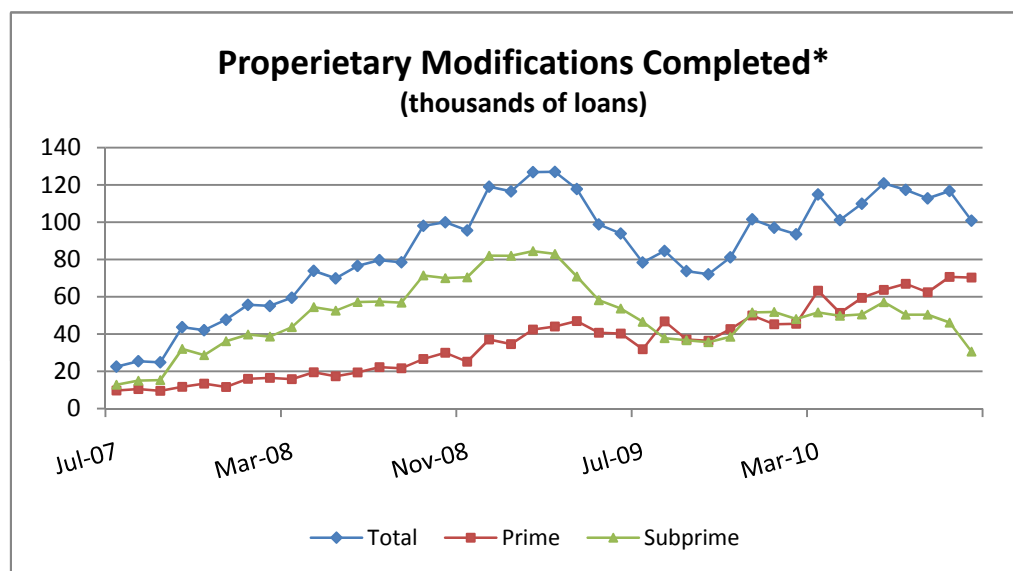
# HOPE NOW

Industry Extrapolations and HAMP Metrics  
October 2010



Source: Making Home Affordable and HOPE NOW

\*Total Solutions is comprised of HAMP Permanent and Trial Loans, Proprietary Modifications Completed, Repayment Plans Initiated, Other Retention Plans Completed, Short Sales and Deed-in-Lieu



\*Non-HAMP

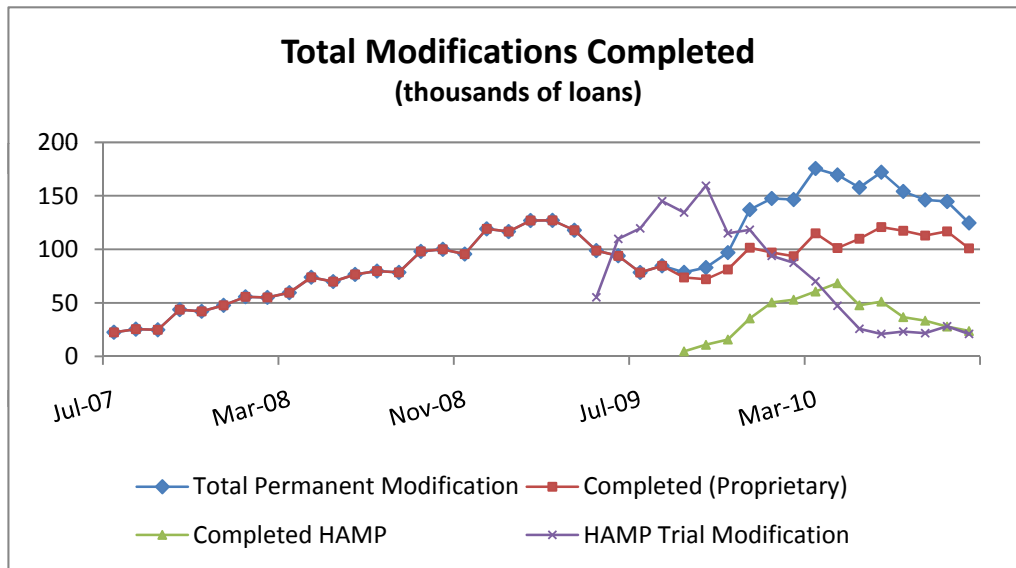
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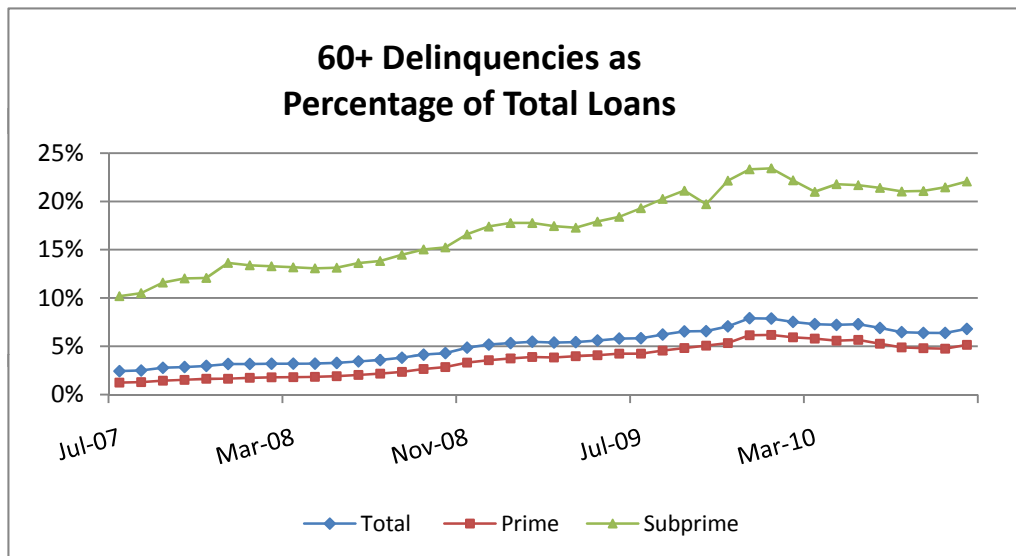
# HOPE NOW

Industry Extrapolations and HAMP Metrics  
October 2010



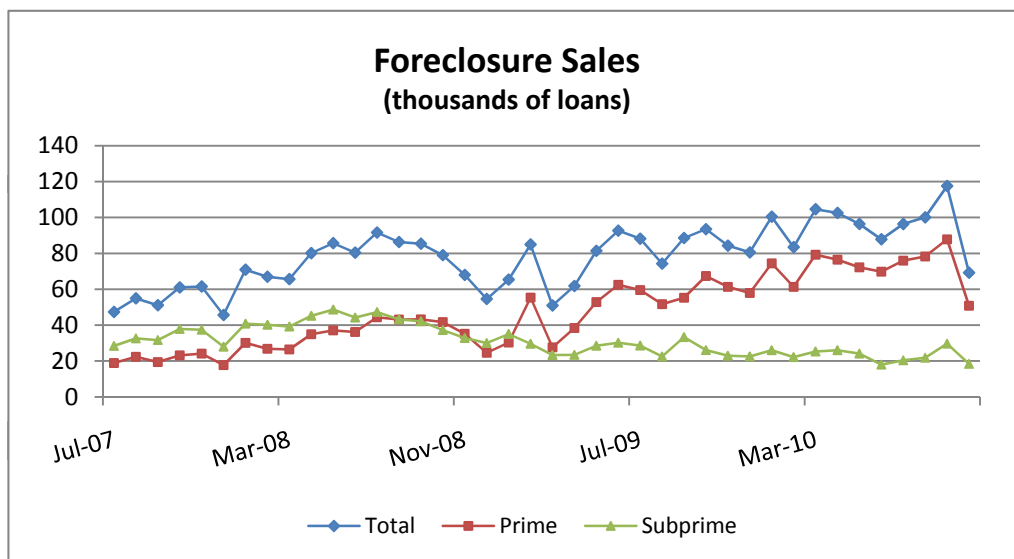
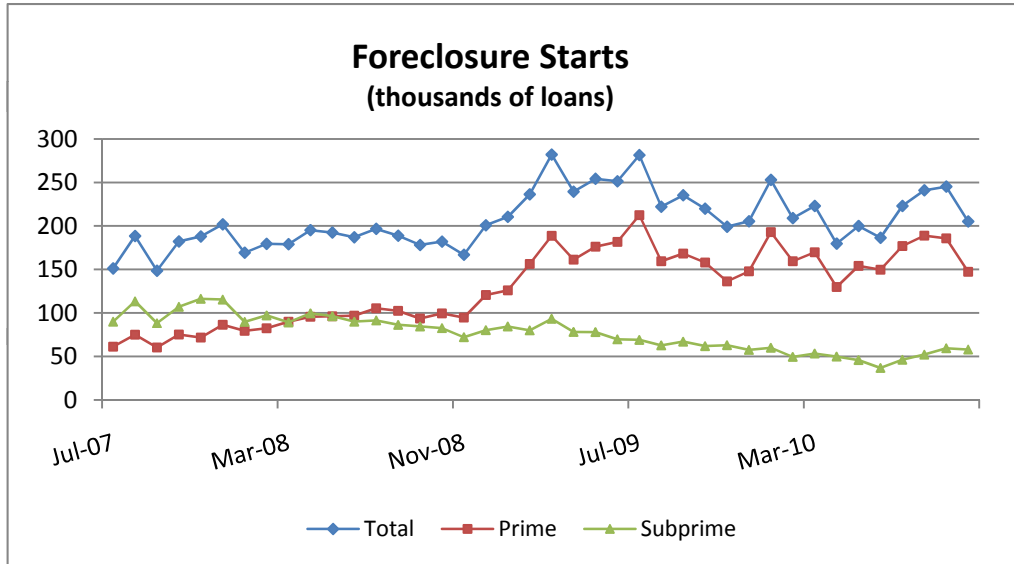
Source: Making Home Affordable and HOPE NOW

Total Permanent Modifications is the sum of Completed HAMP and Completed (Proprietary). HOPE NOW has collected data on Completed (Proprietary) Modifications since 2007. Data for HAMP Trial Modifications began in May 2009 while data for Completed HAMP loans began in September 2009.



# HOPE NOW

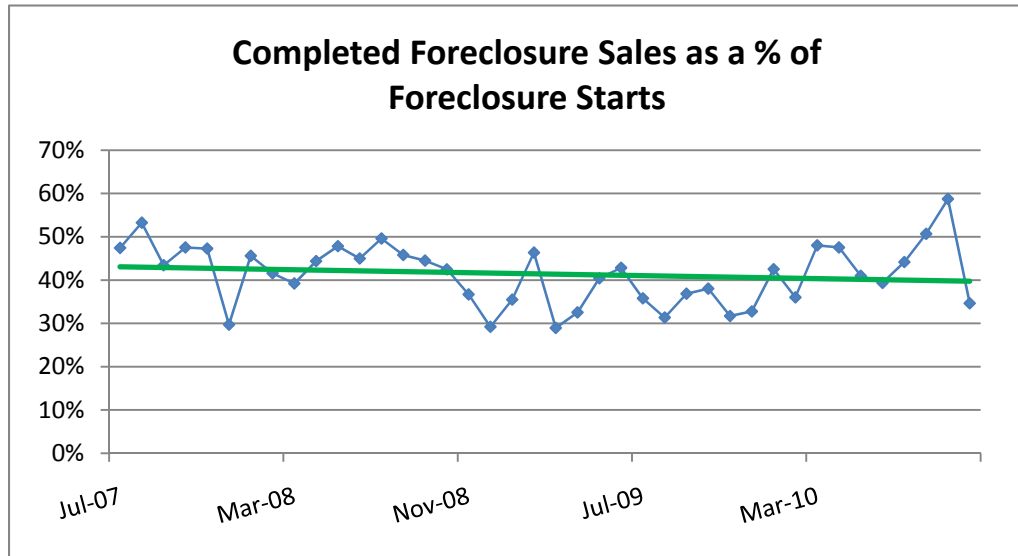
Industry Extrapolations and HAMP Metrics  
October 2010





# HOPE NOW

Industry Extrapolations and HAMP Metrics  
October 2010



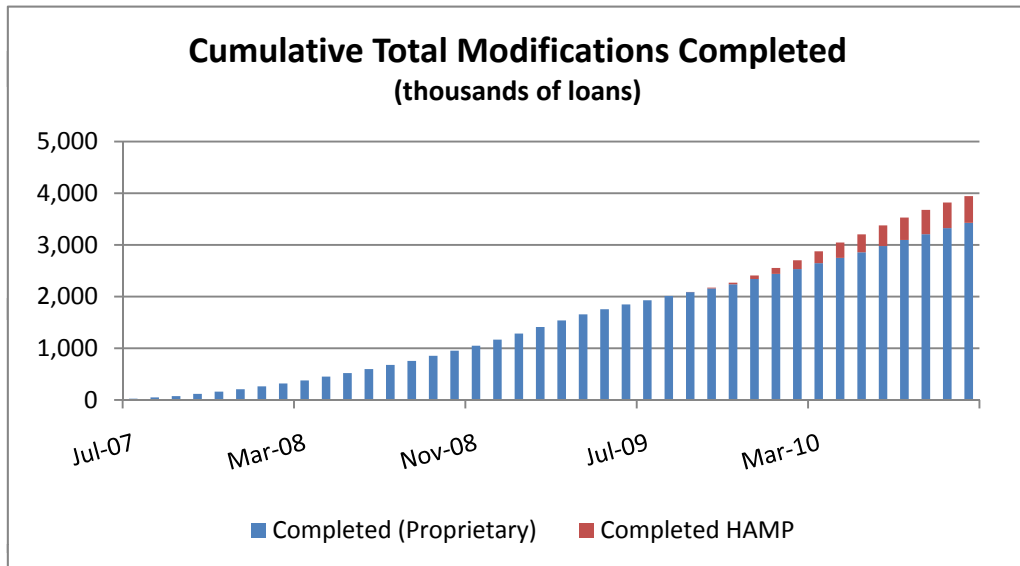
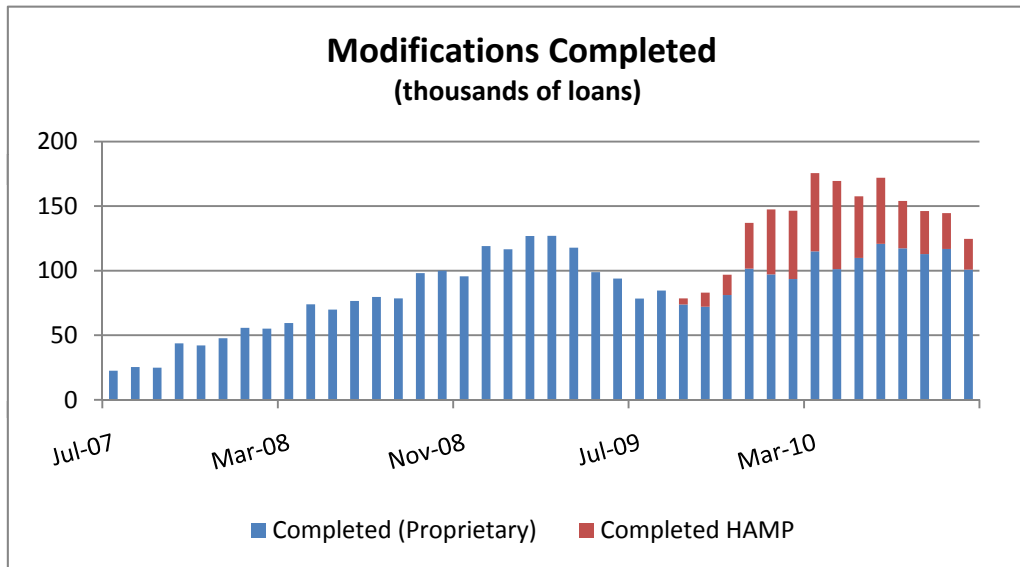
Source: Freddie Mac State Foreclosure Timelines and HOPE NOW

\*There is a time lag between a foreclosure start and its completion. During this time many foreclosure starts drop out for a variety of reasons. The time lag varies for individual states, ranging between 2 and 12 months. The percentages in this graph adjust for this lag. The weighted average time between foreclosure start to completion is approximately 6 months. This is calculated by multiplying the number of loans for each state by the average time from foreclosure initiation to completed foreclosure sale, summing the results for all states, and then dividing the aggregate by the total number of loans for all states.



# HOPE NOW

Industry Extrapolations and HAMP Metrics  
October 2010



Source: Making Home Affordable and HOPE NOW  
HOPE NOW has collected data on Completed (Proprietary) Modifications since 2007. Data for Completed HAMP loans began in September 2009.

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