



**HOPE NOW**  
**WORKOUT PLANS (Repayment Plans + Modifications) and**  
**FORECLOSURE SALES**  
**July 2007 - July 2009**

**BORROWER LOAN WORKOUT PLANS**

	2007 Q3	2007 Q4	2008 Q1	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	May-09	Jun-09	Jul-09	Jul 2007-Jul 2009 ("Life to Date") Totals
<b>Repayment Plans</b>	357,900	348,531	314,453	302,565	335,152	345,078	340,384	496,097	146,145	211,882	173,506	3,013,667
<b>Prime</b>	154,383	160,127	148,814	141,840	179,864	203,752	215,778	341,929	97,410	143,333	119,265	1,665,752
<b>Subprime</b>	203,517	188,404	165,639	160,725	155,288	141,327	124,606	154,168	48,735	68,550	54,241	1,347,915
<b>Modifications</b>	72,773	133,467	170,216	220,349	256,188	314,602	370,436	310,556	98,816	93,921	80,167	1,928,754
<b>Prime</b>	29,714	36,634	48,148	56,202	70,503	92,125	121,011	127,871	40,680	40,247	31,730	613,937
<b>Subprime</b>	43,058	96,833	122,068	164,147	185,685	222,477	249,425	182,685	58,137	53,675	48,437	1,314,817
<b>Workout Plans</b>	430,673	481,998	484,669	522,914	591,340	659,680	710,820	806,653	244,961	305,804	253,673	4,942,421
<b>Prime</b>	184,097	196,761	196,961	198,042	250,367	295,877	336,788	469,800	138,090	183,580	150,995	2,279,689
<b>Subprime</b>	246,575	285,237	287,708	324,872	340,973	363,803	374,032	336,854	106,871	122,224	102,678	2,662,732

**FORECLOSURE STARTS**

	2007 Q3	2007 Q4	2008 Q1	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	May-09	Jun-09	Jul-09	Jul 2007-Jul 2009 ("Life to Date") Totals
<b>Foreclosure Starts</b>	488,097	571,955	527,680	574,528	563,606	549,598	728,780	744,938	254,188	251,340	283,682	5,032,865
<b>Prime</b>	196,579	233,236	251,658	288,670	301,425	314,728	471,149	519,113	176,181	181,688	211,714	2,788,271
<b>Subprime</b>	291,518	338,720	276,023	285,858	262,181	234,870	257,631	225,825	78,007	69,652	71,968	2,244,594

**FORECLOSURE SALES**

	2007 Q3	2007 Q4	2008 Q1	2008 Q2	2008 Q3	2008 Q4	2009 Q1	2009 Q2	May-09	Jun-09	Jul-09	Jul 2007-Jul 2009 ("Life to Date") Totals
<b>Foreclosure Sales</b>	153,408	168,213	203,503	246,192	263,326	201,603	201,314	235,895	81,388	92,661	89,173	1,762,626
<b>Prime</b>	60,699	64,958	83,352	108,202	130,700	101,519	113,309	153,836	52,892	62,493	59,341	875,918
<b>Subprime</b>	92,709	103,255	120,151	137,990	132,626	100,084	88,005	82,059	28,495	30,168	29,832	886,709

(Workout Plans = Repayment Plans + Modifications)

**Repayment Plans:** A plan that allows the borrower to become current and catch up on missed payments that are appropriate to the borrower's circumstances, which involves deferring or rescheduling payments but the full amount of the loan is expected ultimately to be paid and within the original contractual maturity of the loan.

**Modifications:** A modification occurs any time any term of the original loan contract is permanently altered. This can involve a reduction in the interest rate, forgiveness of a portion of principal or extension of the maturity date of the loan.

\*Number of loans reported by the "MBA Delinquency Survey" changed from 44,979,733 in Q1-2009 to 44,721,256 in Q2-2009. HOPE NOW Q2-2009 industry estimates have been revised to reflect this update.



**HOPE NOW**  
**Appendix - Mortgage Loss Mitigation Statistics**  
**Industry Extrapolations**  
**(As of Q2-2009)**

**Industry Market Coverage (millions of residential mortgage loans)**

	Hope Now Alliance Survey Q2	MBA Delinquency Survey Q2 2009 (85% of total industry)	MBA Survey Extrapolated to Total Industry	Hope Now Estimated Percent of Industry	# of Hope Now Companies Reporting
<b>Total Loan Count as of Q2 2009</b>	38.3	44.7	52.6	72.9%	27
Prime Loan Count	32.8	39.8	46.8	70.0%	19
Subprime Loan Count	5.6	4.9	5.8	96.2%	22

"MBA Delinquency Survey" data is for the second quarter of 2009 and "HOPE NOW Alliance Survey" data is for the second quarter of 2009. MBA estimates that its survey covers approximately 85% of the total industry. "Hope Now Estimated Percent of Industry" is derived by dividing "Hope Now Alliance Survey" (Q2 2009) by the "MBA Survey Extrapolated to Total Industry" (Q2 2009).

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a quarter over quarter basis and are extrapolated to an industry estimated aggregate. **Quarterly statistics presented below represent monthly averages.**

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
<b>Number of Loans</b>						
Total	53,499	53,407	52,917	52,613	52,808	53,387
Prime	47,035	47,169	46,908	46,825	45,772	46,952
Subprime	6,464	6,238	6,009	5,788	7,036	6,436
<b>60 Days + Delinquency</b>						
Total	2,055	2,550	2,854	2,951	1,307	2,017
Prime	1,121	1,527	1,793	1,917	595	1,095
Subprime	933	1,023	1,061	1,034	712	922
<b>60 Days+ Delinquency (Percent of Total Loans)</b>						
Total	3.84%	4.78%	5.39%	5.61%	2.47%	3.78%
Prime	2.38%	3.24%	3.82%	4.09%	1.30%	2.33%
Subprime	14.44%	16.41%	17.66%	17.86%	10.12%	14.33%



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**Industry Extrapolations**  
**(As of Q2-2009)**

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a quarter over quarter basis and are extrapolated to an industry estimated aggregate. **Quarterly statistics presented below represent TOTAL foreclosure or loss mitigation actions during the quarter.**

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
<b>Foreclosure Starts</b>						
Total	564	550	729	745	1,671	2,215
Prime	301	315	471	519	700	1,156
Subprime	262	235	258	226	971	1,059

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
<b>Completed Foreclosure Sales</b>						
Total	263	202	201	236	551	914
Prime	131	102	113	154	222	423
Subprime	133	100	88	82	329	491

**Completed Foreclosure Sales (Percent of Starts)**

There is a weighted average 5.4-month lag nationally between a foreclosure start and its completion. During this time many foreclosure starts drop out for a variety of reasons. For individual states, the lag ranges between 2 and 12 months. The percentages show below adjust for the lag. No data are shown for Q1 2007 because of the lack of historical information. Q2 2007 is based on 30 states, Q3 2007 on 44 states and Q4 2007, Q1 2008 and Q2 2008 on all states.

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
Total	46.6%	36.1%	35.9%	36.7%	42.6%	42.6%
Prime	48.1%	35.1%	36.8%	39.0%	38.8%	42.5%
Subprime	45.1%	37.2%	34.9%	33.0%	45.7%	42.7%



**HOPE NOW**  
**Appendix - Mortgage Loss Mitigation Statistics**  
**Industry Extrapolations**  
**(As of Q2-2009)**

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a quarter over quarter basis and are extrapolated to an industry estimated aggregate. **Quarterly statistics presented below represent TOTAL loss mitigation actions during the quarter.**

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
<b>Borrower Workout Plans (Repayment Plans Initiated + Modifications Completed)</b>						
Total	591	660	711	807	1,523	2,259
Prime	250	296	337	470	628	941
Subprime	341	364	374	337	896	1,317

**Formal Repayment Plans Initiated**

Total	335	345	340	496	1,200	1,297
Prime	180	204	216	342	507	674
Subprime	155	141	125	154	693	623

**Modifications Completed**

Total	256	315	370	311	323	961
Prime	71	92	121	128	120	267
Subprime	186	222	249	183	203	694

**Modifications as a Percentage of Workout Plans**

Total	43.3%	47.7%	52.1%	38.5%	21.2%	42.6%
Prime	28.2%	31.1%	35.9%	27.2%	19.2%	28.4%
Subprime	54.5%	61.2%	66.7%	54.2%	22.6%	52.7%

**Summary Loss Mitigation Statistics - Industry Extrapolation (percentage of foreclosure sales)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a quarter over quarter basis and are extrapolated to an industry estimated aggregate. **Quarterly statistics presented below represent TOTAL loss mitigation actions during the quarter as a percentage of percentage of foreclosure sales during the quarter.**

	Q3-2008	Q4-2008	Q1-2009	Q2-2009	2007	2008
<b>Borrower Workout Plans (Repayment Plans + Modifications as a Percentage of Foreclosure Sales)</b>						
Total	225%	327%	353%	342%	276%	247%
Prime	192%	291%	297%	305%	283%	222%
Subprime	257%	363%	425%	411%	272%	268%



**HOPE NOW**  
**Appendix - Mortgage Loss Mitigation Statistics**  
**Industry Extrapolations**  
**(Monthly for Aug 2008 to July 2009)**

**Industry Market Coverage (millions of residential mortgage loans)**

	Hope Now Alliance Survey	MBA Delinquency Survey Q1 2009 (85% of total industry)	MBA Survey Extrapolated to Total Industry	Hope Now Estimated Percent of Industry	# of Hope Now Companies Reporting
<b>Total Loan Count as of Jul 2009</b>	37.5	44.7	52.6	71.3%	26
Prime Loan Count	32.0	39.8	46.8	68.3%	18
Subprime Loan Count	5.5	4.9	5.8	95.3%	22

"MBA Delinquency Survey" data is for the second quarter of 2009, while "HOPE NOW Alliance Survey" data is for July 2009. MBA estimates that its survey covers approximately 85% of the total industry. "Hope Now Estimated Percent of Industry" is derived by dividing "Hope Now Alliance Survey" (July 2009) by "MBA Survey Extrapolated to Total Industry" (Q2 2009). "Hope Now Estimated Percent of Industry" estimates for July 2009 may increase or decrease slightly when the MBA releases its Delinquency Survey data for the third quarter of 2009.

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a monthly basis and are extrapolated to an industry estimated aggregate.

	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09
<b>Number of Loans</b>												
Total	53,499	53,499	53,407	53,407	53,407	52,917	52,917	52,917	52,613	52,613	52,613	52,613
Prime	47,035	47,035	47,169	47,169	47,169	46,908	46,908	46,908	46,825	46,825	46,825	46,825
Subprime	6,464	6,464	6,238	6,238	6,238	6,009	6,009	6,009	5,788	5,788	5,788	5,788
<b>60 Days + Delinquency</b>												
Total	2,042	2,213	2,293	2,592	2,765	2,821	2,893	2,848	2,857	2,946	3,049	3,104
Prime	1,107	1,241	1,343	1,557	1,680	1,753	1,826	1,800	1,857	1,909	1,985	1,987
Subprime	935	971	950	1,035	1,085	1,068	1,068	1,048	1,000	1,037	1,065	1,117
<b>60 Days+ Delinquency (Percentage of Total Loans)</b>												
Total	3.82%	4.14%	4.29%	4.85%	5.18%	5.33%	5.47%	5.38%	5.43%	5.60%	5.80%	5.90%
Prime	2.35%	2.64%	2.85%	3.30%	3.56%	3.74%	3.89%	3.84%	3.97%	4.08%	4.24%	4.24%
Subprime	14.47%	15.03%	15.23%	16.59%	17.40%	17.76%	17.77%	17.45%	17.27%	17.92%	18.40%	19.30%



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**Industry Extrapolations**  
**(Monthly for Aug 2008 to July 2009)**

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a monthly basis and are extrapolated to an industry estimated aggregate.

	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09
<b>Foreclosure Starts</b>												
Total	189	178	182	167	201	210	236	282	239	254	251	284
Prime	102	94	99	95	121	126	156	189	161	176	182	212
Subprime	86	85	83	72	80	84	80	93	78	78	70	72

**Completed Foreclosure Sales**

Total	86	85	79	68	55	65	85	51	62	81	93	89
Prime	43	43	42	35	25	30	55	28	38	53	62	59
Subprime	43	42	37	33	30	35	30	23	23	28	30	30

**Completed Foreclosure Sales (Percentage of Starts)**

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 shown below adjust for this lag and are 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. The overall weighted average is approximately 5.4 months.

Total	45.8%	44.5%	42.5%	36.7%	29.2%	35.9%	45.1%	26.8%	30.5%	36.8%	42.2%	37.8%
Prime	47.7%	45.6%	44.1%	36.8%	24.9%	31.2%	53.6%	25.6%	31.8%	39.1%	45.3%	38.5%
Subprime	43.9%	43.4%	40.8%	36.5%	34.1%	41.3%	34.8%	28.3%	28.7%	33.2%	37.0%	36.4%

**Summary Loss Mitigation Statistics - Industry Extrapolation (thousands of residential loans)**

Summary loss mitigation statistics aggregate the Hope Now Alliance data on a monthly basis and are extrapolated to an industry estimated aggregate.

	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Three-Month Rate of Change
<b>Borrower Workout Plans (Repayment Plans Initiated + Modifications Completed)</b>													
Total	189	211	223	202	235	238	234	239	256	245	306	254	10.4%
Prime	81	89	99	88	109	112	107	118	148	138	184	151	26.7%
Subprime	108	122	124	114	125	126	127	121	108	107	122	103	-6.8%
<b>Formal Repayment Plans Initiated</b>													
Total	110	113	123	106	116	121	107	112	138	146	212	174	48.8%
Prime	59	63	69	63	72	77	64	74	101	97	143	119	50.1%
Subprime	51	51	54	44	43	44	43	38	37	49	69	54	46.0%
<b>Modifications Completed</b>													
Total	78	98	100	96	119	117	127	127	118	99	94	80	-26.6%
Prime	22	27	30	25	37	35	42	44	47	41	40	32	-15.5%
Subprime	57	71	70	70	82	82	84	83	71	58	54	48	-32.8%
<b>Modifications as a Percentage of Workout Plans</b>													
Total	41.6%	46.4%	44.8%	47.3%	50.7%	49.0%	54.2%	53.2%	46.0%	40.3%	30.7%	31.6%	
Prime	26.8%	29.8%	30.4%	28.6%	33.9%	30.9%	39.7%	37.3%	31.7%	29.5%	21.9%	21.0%	
Subprime	52.7%	58.5%	56.2%	61.7%	65.5%	65.1%	66.4%	68.7%	65.8%	54.4%	43.9%	47.2%	



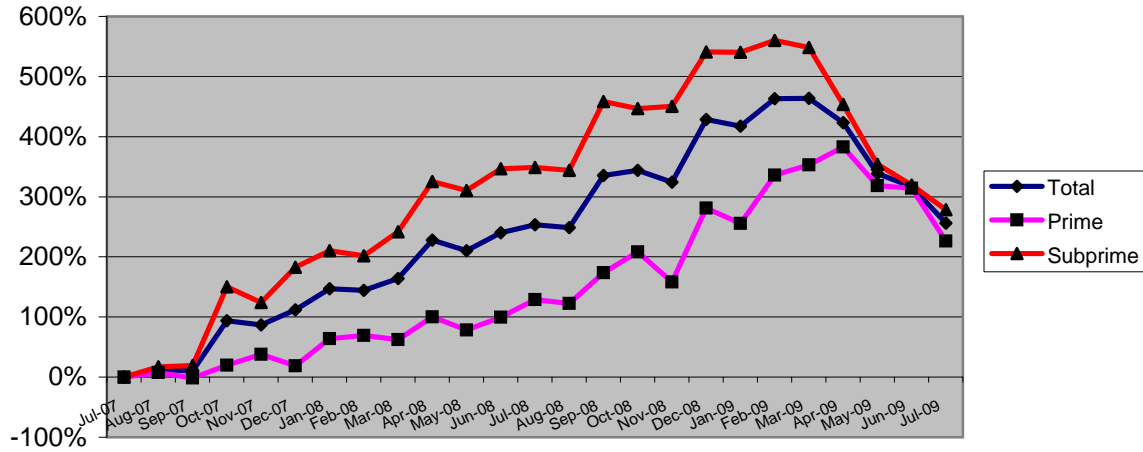
**HOPE NOW**  
**Appendix - Mortgage Loss Mitigation Statistics**  
**Industry Extrapolations**  
**(Monthly for Aug 2008 to July 2009)**

**Summary Loss Mitigation Statistics - Industry Extrapolation (percentage of foreclosure sales)**

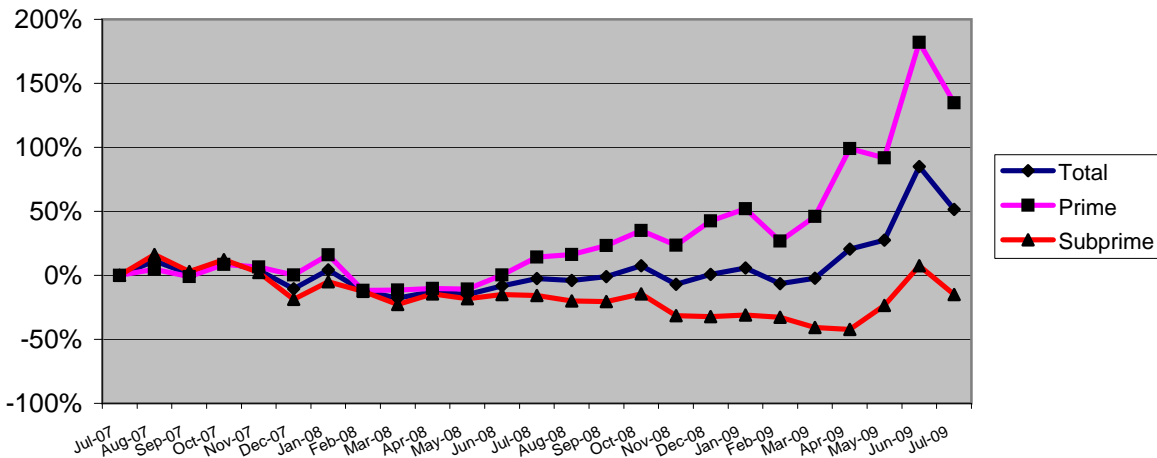
Summary loss mitigation statistics aggregate the Hope Now Alliance data on a monthly basis and are extrapolated to an industry estimated aggregate. Monthly statistics presented below represent TOTAL loss mitigation actions during the month as a percentage of foreclosure sales during the month.

	Aug-08	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09
<b>Borrower Workout Plans (Repayment Plans + Modifications as a Percentage of Foreclosure Sales)</b>												
Total	218%	248%	282%	297%	430%	364%	276%	469%	414%	301%	330%	284%
Prime	187%	207%	236%	250%	445%	368%	193%	428%	385%	261%	294%	254%
Subprime	249%	290%	334%	348%	417%	360%	430%	516%	461%	375%	405%	344%

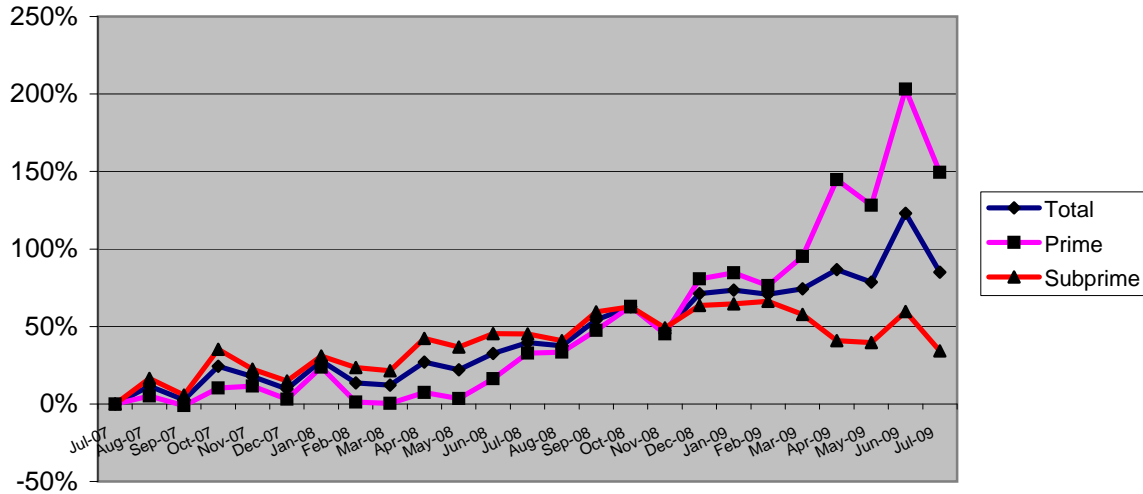
**Graph 1: Modifications Completed  
Percentage Change from July 2007 to July 2009**



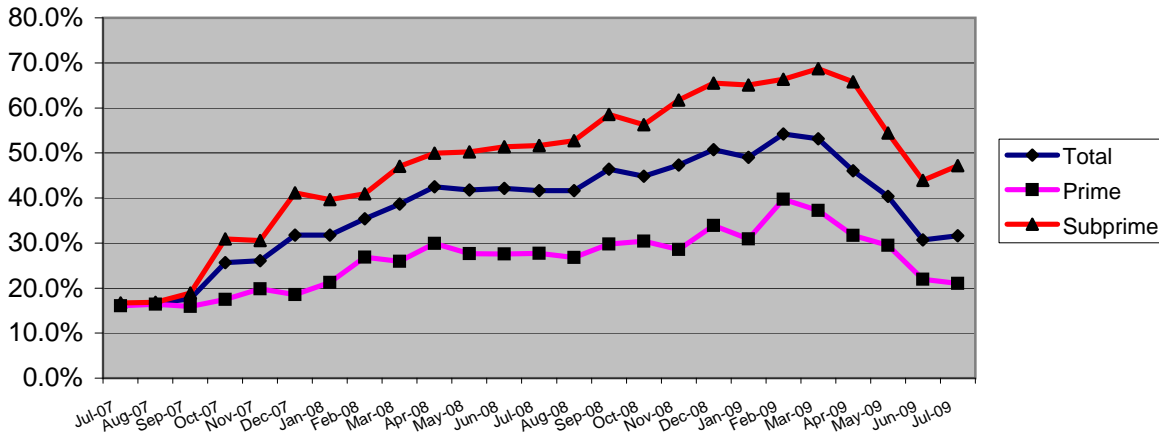
**Graph 2: Repayment Plans Initiated  
Percentage Change from July 2007 to July 2009**



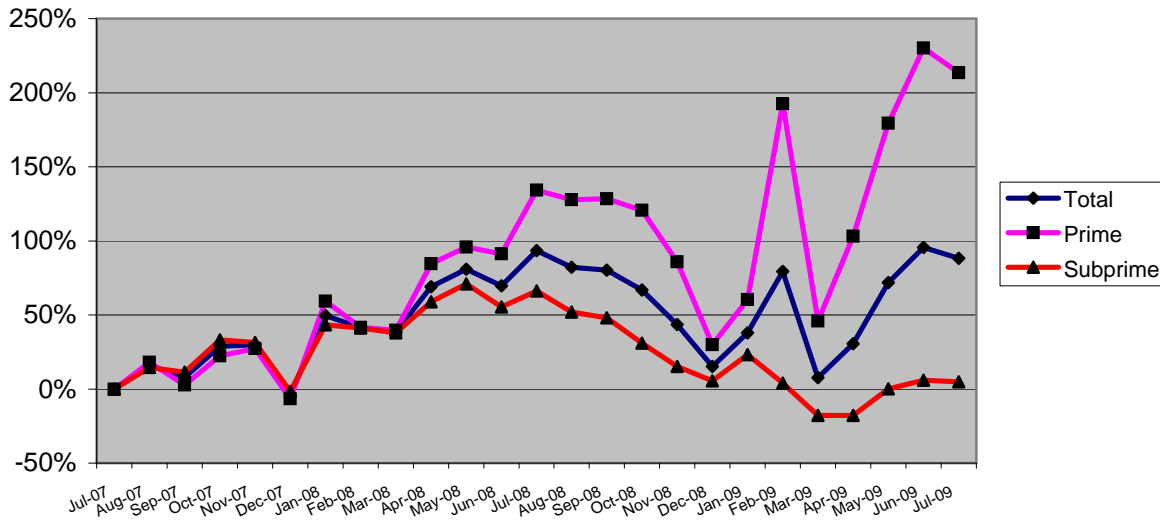
**Graph 3: Borrower Workout Plans**  
Percentage Change from July 2007 to July 2009



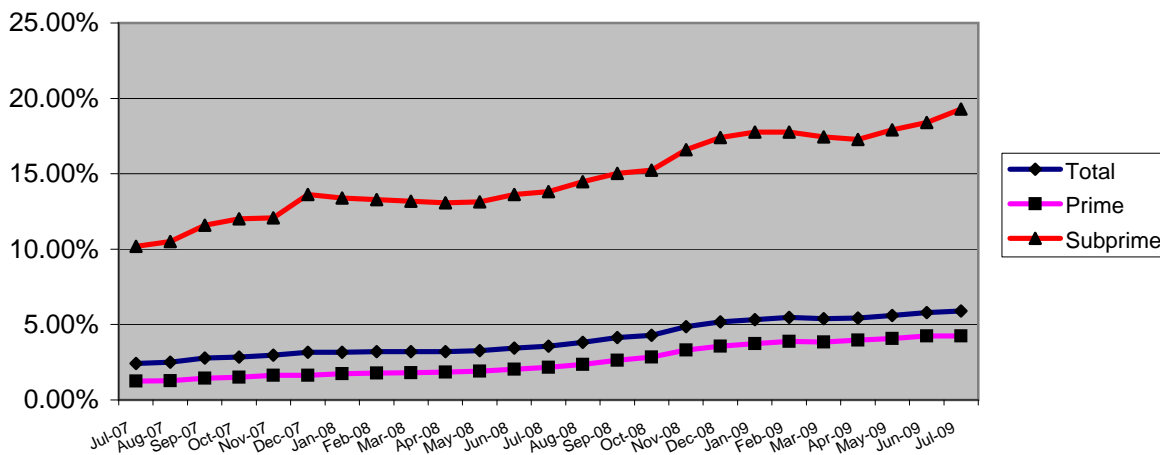
**Graph 4: Modifications as a Percentage of Workouts**  
July 2007 to July 2009



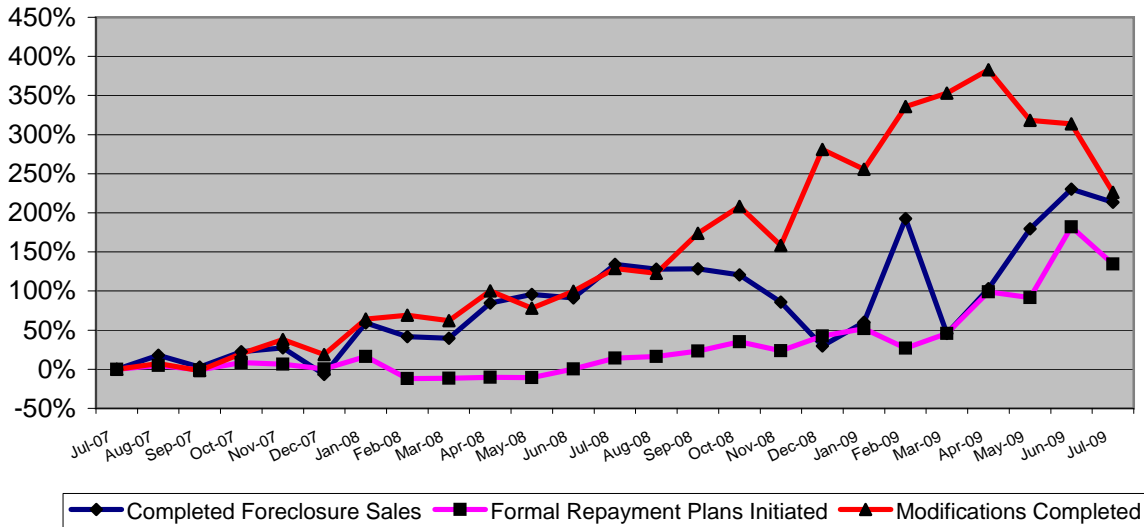
**Graph 5: Completed Foreclosure Sales  
Percentage Change from July 2007 to July 2009**



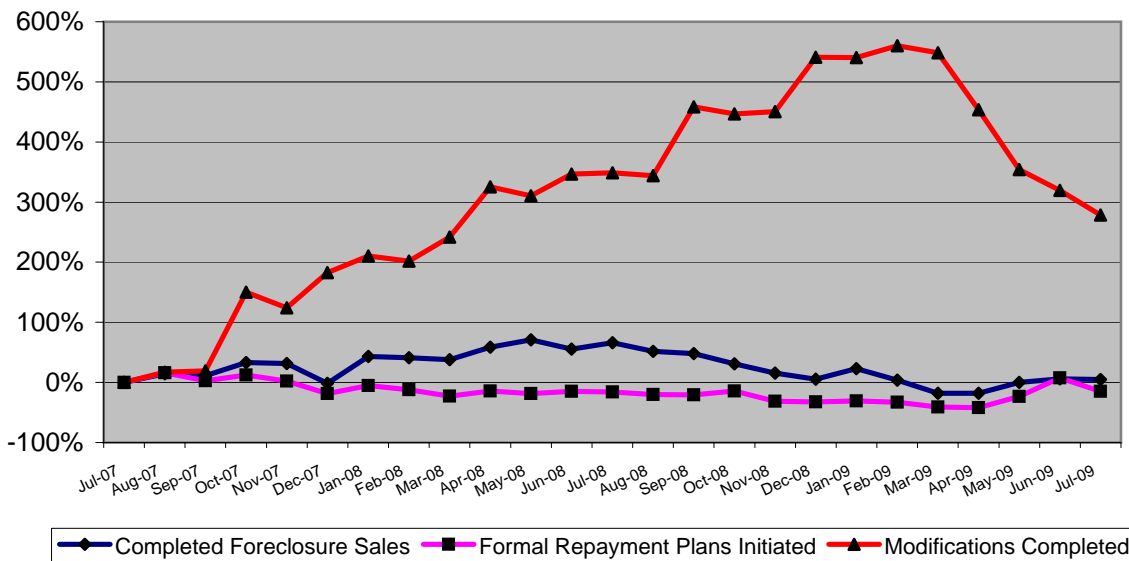
**Graph 6: 60 Days+ Delinquencies  
Percentage of Total Loans  
July 2007 to July 2009**



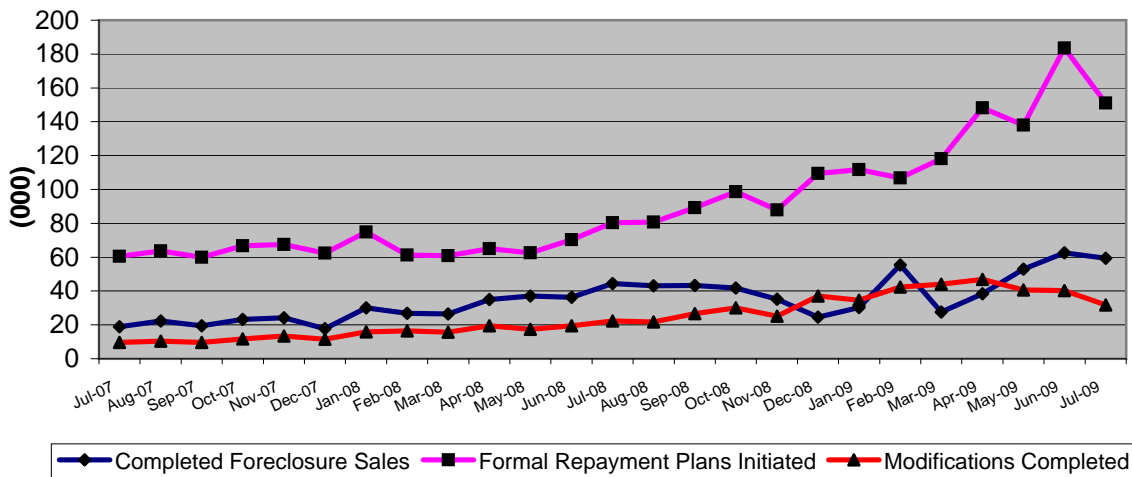
**Graph 7: Prime Loans**  
Percentage Change from July 2007 to July 2009



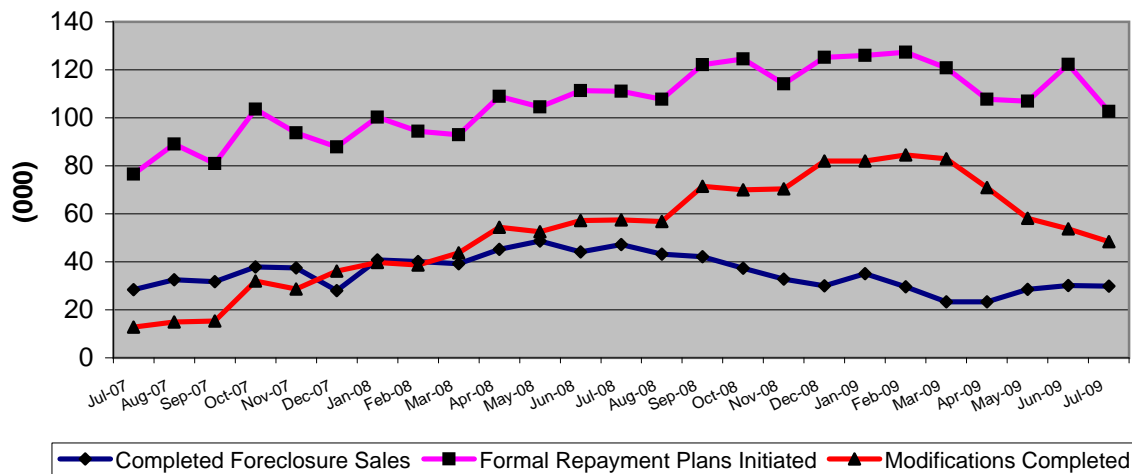
**Graph 8: Subprime Loans**  
Percentage Change from July 2007 to July 2009



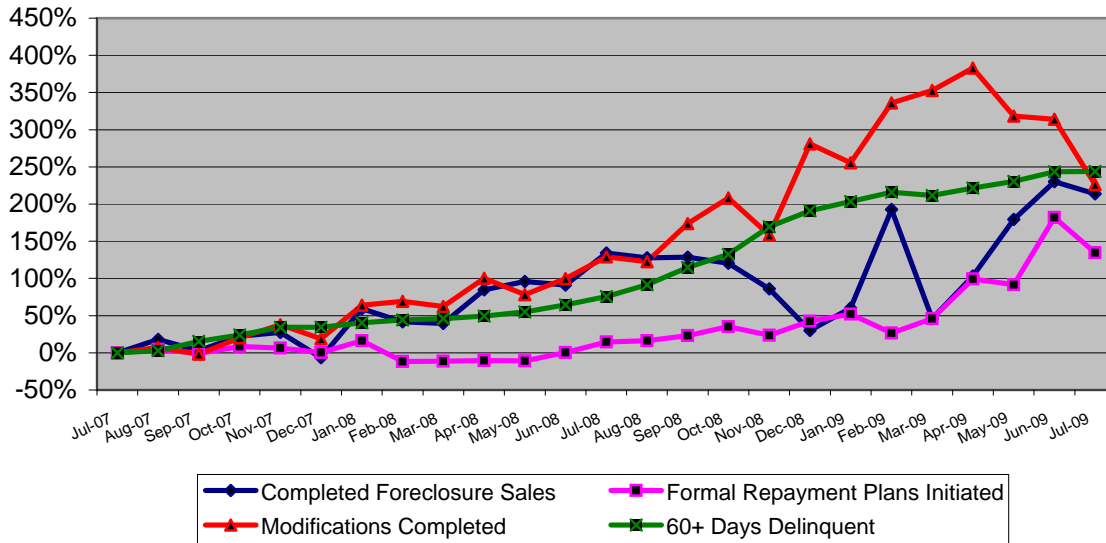
**Graph 9: Number of Prime Loans  
July 2007 to July 2009  
(thousands)**



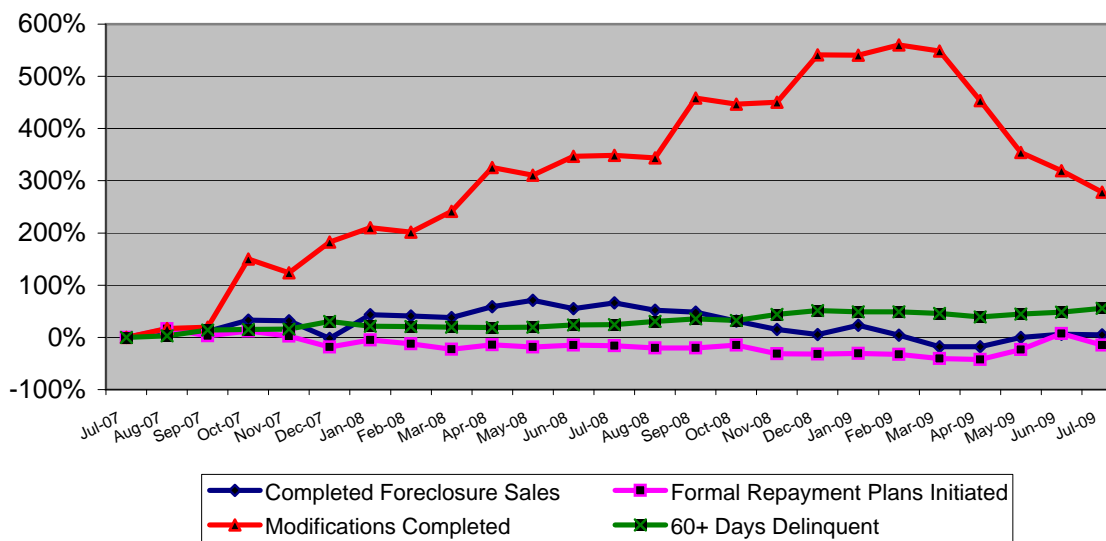
**Graph 10: Number of Subprime Loans  
July 2007 to July 2009  
(thousands)**



**Graph 11: Prime Loans  
Percentage Change From July 2007 to July 2009**



**Graph 12: Subprime Loans  
Percentage Change From July 2007 to July 2009**



**Graph 13: Homeowner Solutions Offered (Total)  
July 2007 to July 2009**

