



## HOPE NOW

### Snapshot Industry Extrapolations and HAMP Metrics

#### Three Month

	Q4-2015	Q1-2016	Q2-2016	Q3-2016	Q4-2016	Nov-16	Dec-16	Jan-17
<b>Total Completed Modifications</b>	84,798	86,167	100,198	101,908	85,357	29,082	28,550	29,371
HAMP Permanent Modifications <sup>1</sup>	23,680	24,329	31,684	32,586	28,790	10,428	9,462	9,521
Proprietary Modifications Completed <sup>2</sup>	61,118	61,838	68,514	69,322	56,567	18,654	19,088	19,850
Reduced P&I Modifications (10% or greater)	34,217	31,880	32,012	31,716	27,287	9,106	9,394	9,906
<i>% of Proprietary Modifications</i>	56%	52%	47%	46%	48%	49%	49%	50%
Completed Short Sale	18,675	18,600	18,444	16,570	13,257	4,306	4,244	3,729
Deed-In-Lieu	4,237	5,302	4,924	4,692	3,862	1,330	1,232	1,214
Foreclosure Starts	156,433	178,976	151,555	157,359	141,976	47,463	48,667	55,432
Foreclosure Sales	76,627	90,998	81,473	75,006	60,190	21,432	19,510	26,161
60+ Days Delinquency	1,624,769	1,718,297	1,540,483	1,529,124	1,448,464	1,385,774	1,500,320	1,460,597

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

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

\*Survey data may be restated from time to time based on servicers' collection and reporting. HOPE NOW reports and extrapolates data. Any data changes will be reflected in monthly reporting.



## 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 (Jan 2017)	MBA Delinquency Survey (Q4-2016)*	MBA Survey Extrapolated to Total Industry		
<b>Total</b>	21.0	38.1	43.3	48.6%	15
Prime	16.8	35.7	41.7	40.3%	14
Subprime	4.3	2.4	4.0	106.3%	14

\*"MBA Delinquency Survey" data is for Q4-2016, while "HOPE NOW Alliance Survey" data is for January 2017. 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" (January 2017) by "MBA Survey Extrapolated to Total Industry" (Q4-2016). "Hope Now Estimated Percent of Industry" estimates may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2017.

\*\*Survey data may be restated from time to time based on servicers' collection and reporting. HOPE NOW reports and extrapolates data as provided by servicers to a third-party data aggregation vendor. Any data changes will be reflected in monthly reporting.

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**HOPE NOW**  
Industry Extrapolations and Metrics (January 2017)

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March 15, 2017



**HOPE NOW**  
 Total Solutions  
 Industry Extrapolations and HAMP Metrics (July 2007 - January 2017)

**"LIFE TO DATE" TOTAL SOLUTIONS**

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Nov-16	Dec-16	Jan-17	"Life to Date" Total
<b>Total Solutions</b>	912,671	2,258,603	4,252,078	4,579,587	3,640,540	3,056,234	2,649,630	1,881,515	1,448,828	1,323,956	106,587	106,191	101,632	<b>26,105,274</b>
HAMP Permanent Modifications <sup>1</sup>	N/A	N/A	66,938	512,712	353,677	203,155	175,076	136,898	117,267	117,389	10,428	9,462	9,521	<b>1,692,633</b>
HAMP Trial Modifications <sup>1</sup>	N/A	N/A	955,000	526,000	293,595	201,054	176,064	127,694	116,265	115,672	9,674	9,542	7,640	<b>2,518,984</b>
Proprietary Modifications Completed <sup>2</sup>	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	18,654	19,088	19,850	<b>6,460,602</b>
Other Workout Plans Completed (Non-HAMP) <sup>3</sup>	706,431	1,297,248	2,057,649	2,295,780	2,300,883	1,991,383	1,706,108	1,264,789	913,510	834,654	67,830	68,099	64,621	<b>15,433,056</b>

<sup>1</sup>Source - Making Home Affordable. Estimated. Trial modifications that become permanent may be double counted

<sup>2</sup>HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2016. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for January 2017 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2017.

<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).



**HOPE NOW**  
 "Life to Date" Completed Modifications  
 Industry Extrapolations and HAMP Metrics (July 2007 - January 2017)

**"LIFE TO DATE" COMPLETED MODIFICATIONS**

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Nov-16	Dec-16	Jan-17	"Life to Date" Total
<b>Total Completed Modifications</b>	206,240	961,355	1,239,428	1,757,807	1,046,062	863,797	767,458	489,032	419,053	373,630	29,082	28,550	29,371	<b>8,153,235</b>
HAMP Permanent Modifications <sup>1</sup>	N/A	N/A	66,938	512,712	353,677	203,155	175,076	136,898	117,267	117,389	10,428	9,462	9,521	<b>1,692,633</b>
Proprietary Modifications Completed <sup>2</sup>	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	18,654	19,088	19,850	<b>6,460,602</b>

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

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



**HOPE NOW**  
 Proprietary Modifications (Non-HAMP)  
 Industry Extrapolations (January 2016 - January 2017)

**PROPRIETARY MODIFICATIONS (Non-HAMP)<sup>1</sup>**

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Total Jun-10 to Jan-17
Proprietary Modifications <sup>2</sup>	19,208	19,082	23,548	21,464	21,186	25,864	22,867	25,551	20,904	18,825	18,654	19,088	19,850	<b>3,605,156</b>
Proprietary Reduced P&I Modifications <sup>3</sup> (10% or greater)	9,717	10,016	12,147	10,785	10,746	10,481	10,486	11,763	9,467	8,787	9,106	9,394	9,906	<b>2,347,170</b>
% of Proprietary Modifications	51%	52%	52%	50%	51%	41%	46%	46%	45%	47%	49%	49%	50%	65%

<sup>1</sup>HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2016. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for January 2017 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2017.

<sup>2</sup>Definition of Modification Field was adjusted in December 2009 to reflect Proprietary Modifications (specifically excluding HAMP) and include Current Modifications.

<sup>3</sup>Total for this field begins in June 2010.



**HOPE NOW**  
Total Solutions  
Industry Extrapolations

**WORKOUT PLANS (Non-HAMP)**

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Nov-16	Dec-16	Jan-17	Total Jul-07 to Jan-17
<b>Total Workout Plans (Non-HAMP)</b>	912,671	2,258,603	3,207,275	3,432,606	2,592,359	2,205,727	1,983,898	1,458,366	1,109,372	1,005,246	80,849	81,712	79,528	<b>20,245,652</b>
Prime	380,858	941,247	1,902,889	2,192,799	1,688,366	1,292,267	1,257,613	1,040,531	838,010	780,774	64,576	64,282	62,885	12,378,240
Subprime	531,813	1,317,356	1,304,386	1,239,807	903,993	913,460	726,285	417,835	271,362	224,472	16,273	17,430	16,644	7,867,412
<b>Repayment Plans Initiated<sup>1</sup></b>	706,431	1,297,248	1,964,944	1,340,560	1,117,162	738,278	731,989	698,336	541,143	484,897	44,461	43,933	41,356	<b>9,662,345</b>
Prime	314,510	674,270	1,374,529	1,006,452	856,586	506,226	497,847	543,279	440,076	391,172	36,325	35,346	33,291	6,638,238
Subprime	391,921	622,978	590,415	334,108	260,577	232,052	234,142	155,057	101,068	93,725	8,135	8,587	8,065	3,024,107
<b>Proprietary Modifications Completed<sup>2</sup></b>	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	18,654	19,088	19,850	<b>6,460,602</b>
Prime	66,348	266,978	493,580	701,160	431,284	420,859	448,275	242,705	227,973	198,904	14,831	14,502	15,576	3,513,642
Subprime	139,892	694,377	678,910	543,935	261,102	239,783	144,107	109,430	73,812	57,338	3,823	4,585	4,274	2,946,960
<b>Other Retention Plans Completed<sup>3</sup></b>			69,840	846,951	782,812	806,807	659,527	407,896	266,443	264,108	17,734	18,691	18,322	<b>4,122,705</b>
Prime			34,779	485,187	400,497	365,182	311,491	254,548	169,961	190,698	13,420	14,434	14,017	2,226,360
Subprime			35,061	361,763	382,315	441,625	348,036	153,348	96,482	73,410	4,314	4,257	4,305	1,896,345

<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.



**HOPE NOW**  
60+ Delinquency  
Industry Extrapolations

**60+ DELINQUENCY (All Loans)**

<i>In thousands except for ratios</i>	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Average Dec-09 to Jan-17
Number of Estimated Industry Loans <sup>1</sup>	44,248	44,248	44,248	42,841	42,841	42,841	43,178	43,178	43,178	43,483	43,483	43,483	43,483	47,119
Prime	40,957	40,957	40,957	39,657	39,657	39,657	40,014	40,014	40,014	40,587	40,587	40,587	40,587	42,875
Subprime	3,291	3,291	3,291	3,183	3,183	3,183	3,164	3,164	3,164	2,897	2,897	2,897	2,897	4,244
60+ Days Delinquency	1,858	1,652	1,645	1,587	1,566	1,468	1,579	1,521	1,487	1,459	1,386	1,500	1,461	2,327
Prime	1,402	1,213	1,216	1,177	1,156	1,067	1,185	1,142	1,135	1,143	1,069	1,186	1,148	1,596
Subprime	456	439	429	410	410	401	394	379	352	316	317	315	313	731
60 Days+ Delinquency (Percentage of Total Loans)	4%	4%	4%	4%	4%	3%	4%	4%	3%	3%	3%	3%	3%	5%
Prime	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	4%
Subprime	14%	13%	13%	13%	13%	13%	12%	12%	11%	11%	11%	11%	11%	17%

<sup>1</sup>HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2016. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for January 2017 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2017.





**HOPE NOW**  
Foreclosure Starts and Sales  
Industry Extrapolations (July 2007 - January 2017)

**FORECLOSURE STARTS (All Loans)**

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Nov-16	Dec-16	Jan-17
<b>Total</b>	<b>1,060,052</b>	<b>2,215,413</b>	<b>2,836,739</b>	<b>2,621,264</b>	<b>2,259,108</b>	<b>1,922,523</b>	<b>1,277,322</b>	<b>841,676</b>	<b>704,545</b>	<b>629,866</b>	<b>47,463</b>	<b>48,667</b>	<b>55,432</b>
Prime	429,815	1,156,480	1,972,242	1,983,291	1,696,421	1,479,618	966,215	638,207	560,359	516,788	40,186	41,028	45,742
Subprime	630,237	1,058,932	864,497	637,974	562,687	442,905	311,107	203,469	144,185	113,078	7,277	7,638	9,689

**FORECLOSURE SALES (All Loans)**

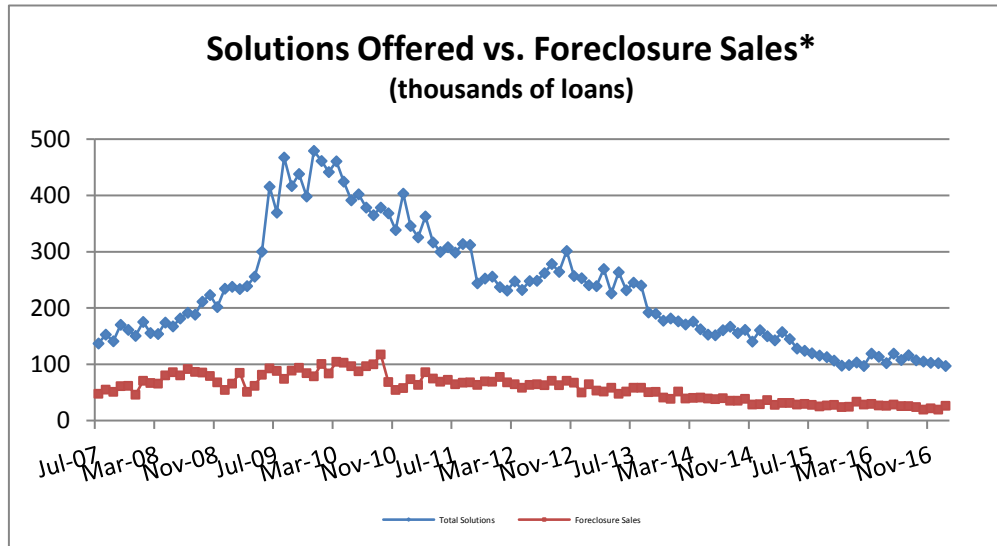
	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Nov-16	Dec-16	Jan-17
<b>Total</b>	<b>321,621</b>	<b>914,624</b>	<b>946,527</b>	<b>1,083,573</b>	<b>840,186</b>	<b>778,508</b>	<b>624,445</b>	<b>454,717</b>	<b>342,038</b>	<b>307,667</b>	<b>21,432</b>	<b>19,510</b>	<b>26,161</b>
Prime	125,657	423,774	620,347	811,944	638,987	610,712	487,863	340,770	259,528	243,635	17,630	15,810	21,391
Subprime	195,964	490,850	326,180	271,629	201,199	167,796	136,582	113,947	82,511	64,032	3,801	3,701	4,771

<sup>1</sup>HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2016. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for January 2017 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2017.



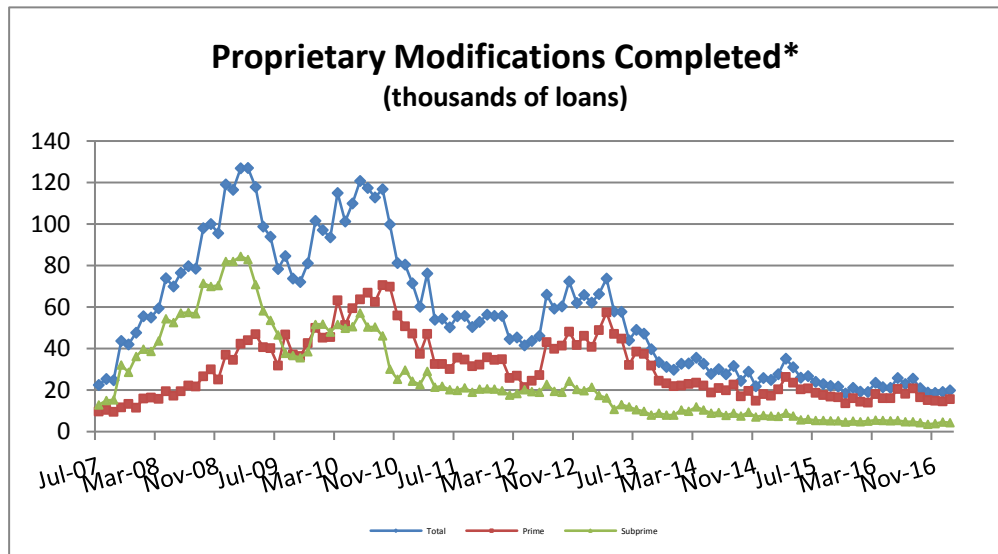
# HOPE NOW

Industry Extrapolations and HAMP Metrics  
January 2017



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



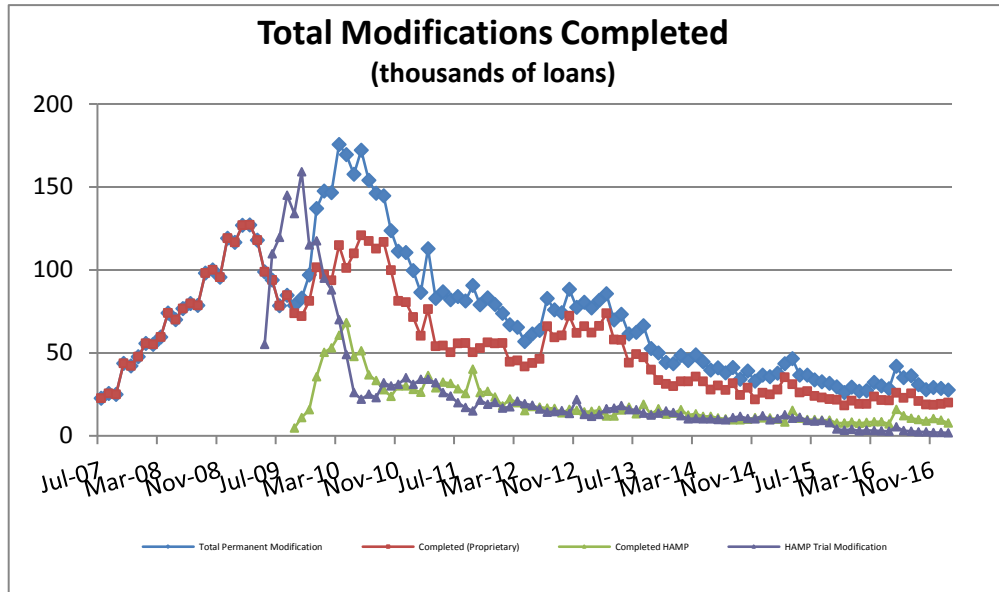
\*Non-HAMP

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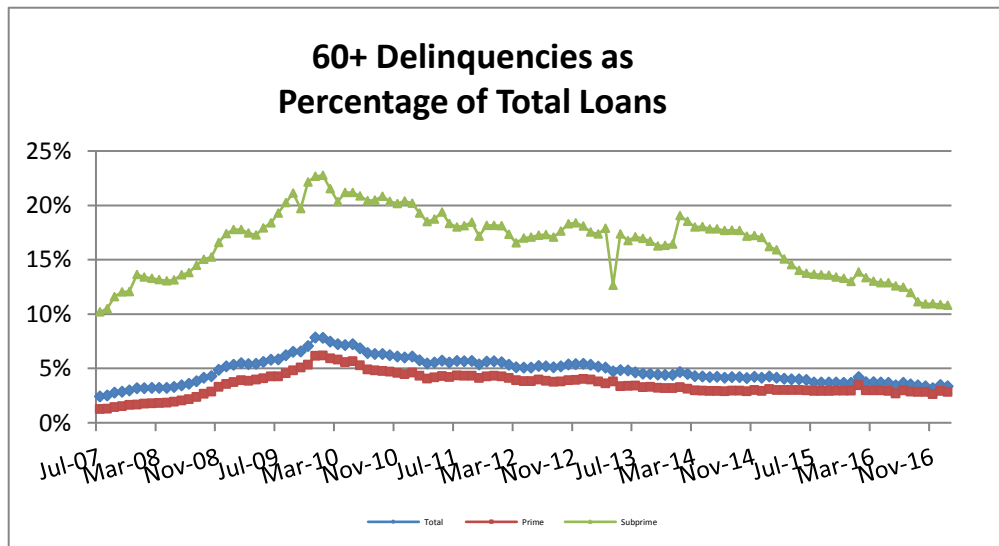
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Industry Extrapolations and HAMP Metrics  
January 2017

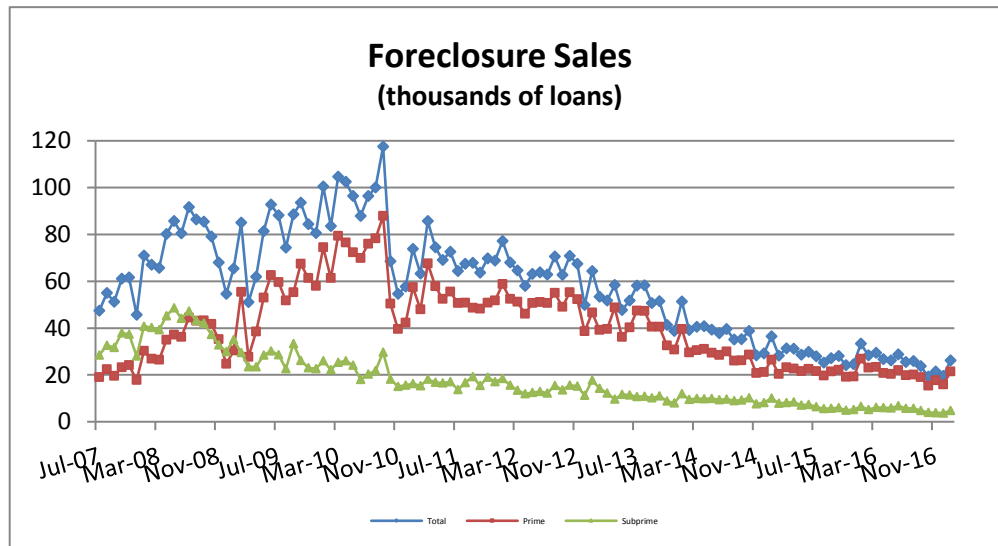
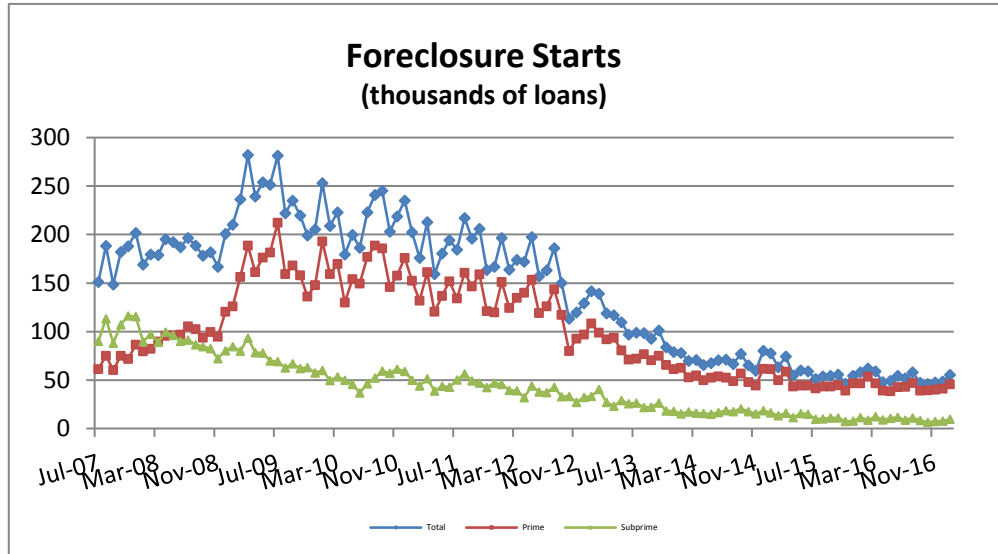


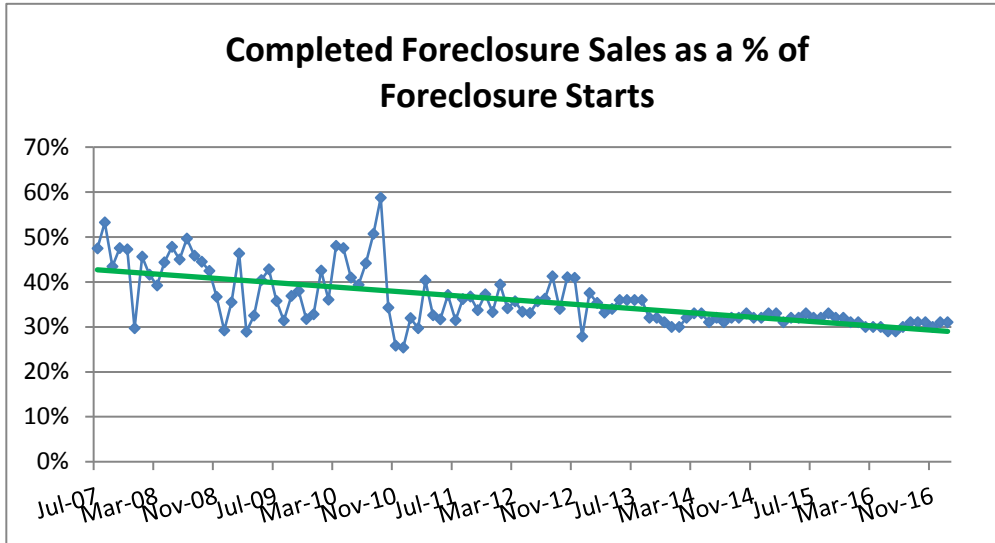
Source: Making Home Affordable and HOPE NOW  
Total Permanent Modifications is the sum of Completed HAMP and Completed (Proprietary). HOPE NOW has collected data on Completed (Proprietary) Modifications since 2007. Data for HAMP Trial Modifications began in May 2009 while data for Completed HAMP loans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



# HOPE NOW

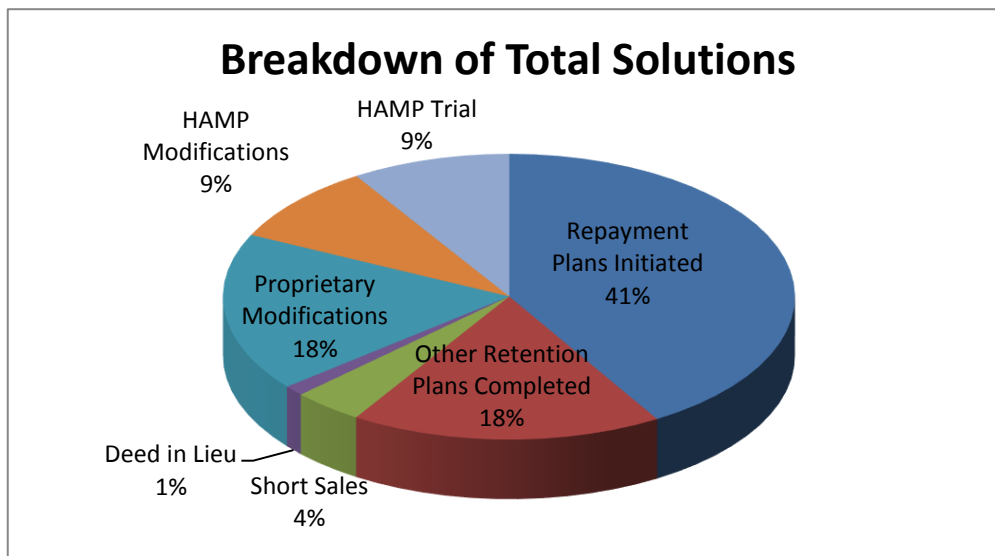
Industry Extrapolations and HAMP Metrics  
January 2017





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.

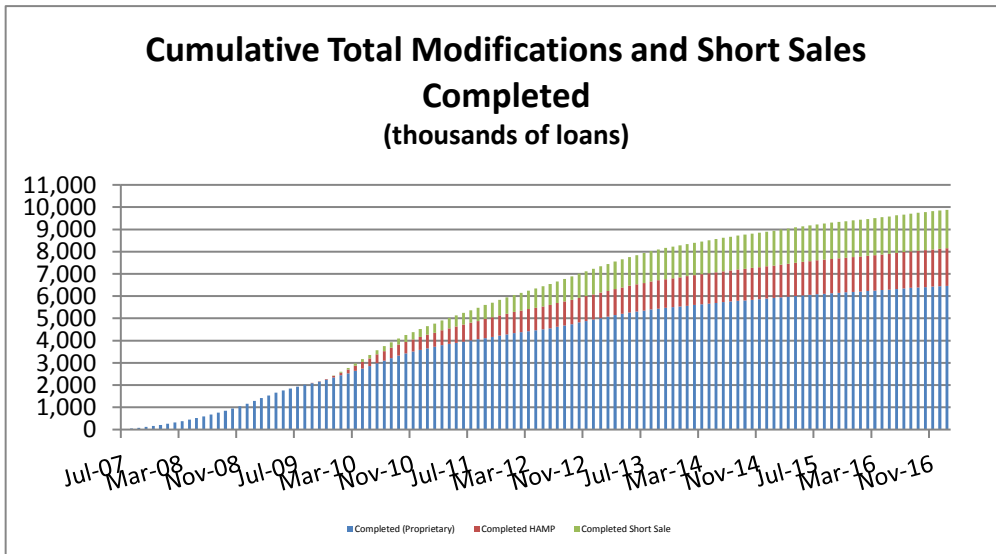
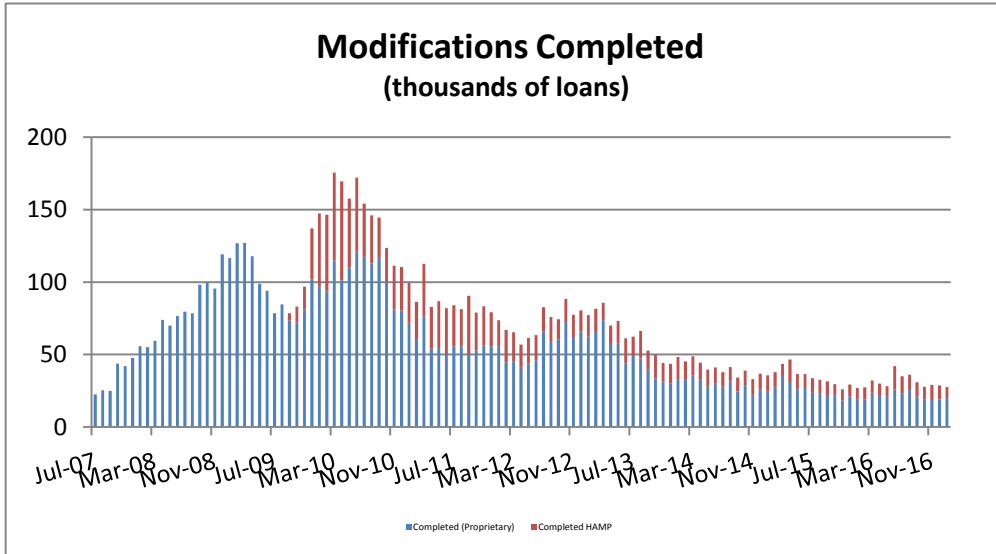


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Industry Extrapolations and HAMP Metrics  
January 2017



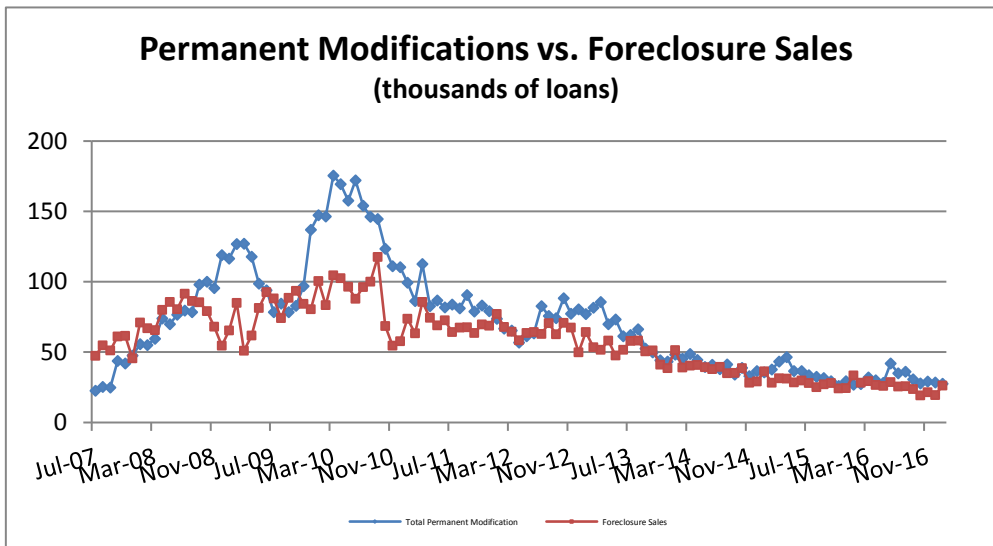
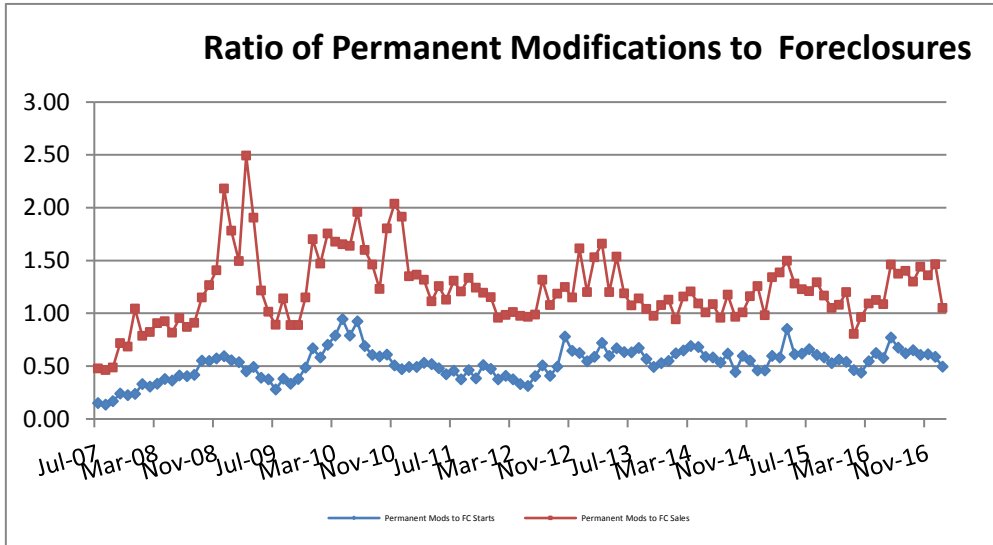
Source: Making Home Affordable and HOPE NOW  
HOPE NOW has collected data on Completed (Proprietary) Modifications since 2007. Data for Completed HAMP loans began in September 2009.  
HOPE NOW began collecting short sale data in December of 2009.

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Industry Extrapolations and HAMP Metrics  
January 2017



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