



HOPE NOW

Snapshot Industry Extrapolations and HAMP Metrics

Three Month

	Q1-2018	Q2-2018	Q3-2018	Q4-2018	Q1-2019	Jan-19	Feb-19	Mar-19
Total Completed Modifications	63,341	78,650	67,215	51,010	46,630	18,413	13,670	14,547
HAMP Permanent Modifications ¹	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Proprietary Modifications Completed ²	63,341	78,650	67,215	51,010	46,630	18,413	13,670	14,547
Reduced P&I Modifications (10% or greater)	35,570	39,082	39,281	30,193	30,775	12,428	9,073	9,274
<i>% of Proprietary Modifications</i>	56%	50%	58%	59%	66%	67%	66%	64%
Completed Short Sale	6,699	7,462	6,933	6,243	4,733	1,677	1,429	1,628
Deed-In-Lieu	2,008	2,011	1,946	1,553	1,346	561	398	387
Foreclosure Starts	133,093	115,011	114,384	114,695	98,776	39,393	27,328	32,056
Foreclosure Sales	48,457	47,849	41,990	38,971	36,758	14,381	10,695	11,683
60+ Days Delinquency	1,174,307	1,076,596	1,029,437	1,012,863	913,756	949,530	880,585	911,154

¹Source - Making Home Affordable. Estimated. As of January 2018, the HAMP program is no longer reported due to program expiration

²Extrapolated. 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 (Mar 2019)	MBA Delinquency Survey (Q4-2018)*	MBA Survey Extrapolated to Total Industry		
Total	19.8	29.7	33.7	58.8%	13

*"MBA Delinquency Survey" data is for Q4-2018, while "HOPE NOW Alliance Survey" data is for March 2019. 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" (March 2019) by "MBA Survey Extrapolated to Total Industry" (Q4-2018). "HOPE NOW Estimated Percent of Industry" estimates may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2019.

**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.

***Starting with Q1-2017 data release in May 2017, the MBA will be discontinuing all Prime and Subprime loan type statistics, totaling six categories of delinquency and foreclosure statistics (Prime, Prime ARM, Prime Fixed, Subprime, Subprime ARM, Subprime Fixed), and replacing them with three new Conventional categories (Conventional, Conventional ARM, Conventional Fixed).

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HOPE NOW
Industry Extrapolations and Metrics (March 2019)

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May 22, 2019



HOPE NOW
 Total Solutions
 Industry Extrapolations and HAMP Metrics (November 2007 - March 2019)

"LIFE TO DATE" TOTAL SOLUTIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Jan-19	Feb-19	Mar-19	"Life to Date" Total
Total Solutions	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	1,139,235	1,044,707	93,377	66,285	69,160	28,416,406
HAMP Permanent Modifications ¹	N/A	N/A	66,938	512,712	353,677	203,155	175,076	136,898	117,267	117,389	52,029	0	N/A	N/A	N/A	1,735,141
HAMP Trial Modifications ¹	N/A	N/A	955,000	526,000	293,595	201,054	176,064	127,694	116,265	115,672	28,405	0	N/A	N/A	N/A	2,539,749
Proprietary Modifications Completed ²	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	226,159	260,217	18,413	13,670	14,547	6,973,758
Other Workout Plans Completed (Non-HAMP) ³	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	832,642	784,490	74,964	52,615	54,614	17,167,758

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

²HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2018. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for March 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2019. HOPE NOW will no longer break out prime and subprime datafields. The HAMP program is no longer being reported due to program expiration.

³Extrapolated. 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 - March 2019)

"LIFE TO DATE" COMPLETED MODIFICATIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Jan-19	Feb-19	Mar-19	"Life to Date" Total
Total Completed Modifications	206,240	961,355	1,239,428	1,757,807	1,046,062	863,797	767,458	489,032	419,053	373,630	278,188	260,217	18,413	13,670	14,547	8,708,899
HAMP Permanent Modifications ¹	N/A	N/A	66,938	512,712	353,677	203,155	175,076	136,898	117,267	117,389	52,029	0	N/A	N/A	N/A	1,735,141
Proprietary Modifications Completed ²	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	226,159	260,217	18,413	13,670	14,547	6,973,758

¹Source - Making Home Affordable. Estimated.

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



HOPE NOW
 Proprietary Modifications (Non-HAMP)
 Industry Extrapolations (June 2017 - March 2019)

PROPRIETARY MODIFICATIONS (Non-HAMP)¹

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total Jun-10 to Mar-19
Proprietary Modifications ²	25,297	28,687	24,666	23,445	24,720	19,051	20,119	14,929	15,962	18,413	13,670	14,547	4,118,312
Proprietary Reduced P&I Modifications ³ (10% or greater)	11,138	14,783	13,161	13,632	14,734	10,915	11,766	8,861	9,565	12,428	9,073	9,274	2,631,096
<i>% of Proprietary Modifications</i>	44%	52%	53%	58%	60%	57%	58%	59%	60%	67%	66%	64%	64%

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2018. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for March 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2019. HOPE NOW will no longer break out prime and subprime datafields. The HAMP program is no longer being reported due to program expiration.

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

³Total 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	2017	2018	Jan-19	Feb-19	Mar-19	Total Jul-07 to Mar-19
Total Workout Plans (Non-HAMP)	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	1,004,838	1,009,852	91,139	64,458	67,146	22,333,716
Repayment Plans Initiated ¹	706,431	1,297,248	1,964,944	1,340,560	1,117,162	738,278	731,989	698,336	541,143	484,897	564,341	513,413	58,239	37,284	40,444	10,834,710
Proprietary Modifications Completed ²	206,240	961,355	1,172,490	1,245,095	692,385	660,642	592,382	352,134	301,786	256,241	226,159	260,217	18,413	13,670	14,547	6,973,758
Other Retention Plans Completed ³			0	846,951	782,812	806,807	659,527	407,896	266,443	264,108	214,338	236,222	14,486	13,504	12,155	4,525,247

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

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

³Other 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>	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Estimated Industry Loans ¹	43,565	43,565	43,565	43,418	43,418	43,418	43,127	43,127	43,127	43,127	43,127	43,127
60+ Days Delinquency	1,076	1,091	1,063	1,043	1,013	1,032	1,020	987	1,032	950	881	911
60 Days+ Delinquency (Percentage of Total Loans)	2.47%	2.50%	2.44%	2.40%	2.33%	2.38%	2.37%	2.29%	2.39%	2.20%	2.04%	2.11%

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2018. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for March 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2019. HOPE NOW will no longer break out prime and subprime datafields. The HAMP program is no longer being reported due to program expiration.



HOPE NOW
Foreclosure Starts and Sales
Industry Extrapolations (September 2007 - March 2019)

FORECLOSURE STARTS (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Jan-19	Feb-19	Mar-19
Total	1,060,052	2,215,413	2,836,739	2,621,264	2,259,108	1,922,523	1,277,322	841,676	704,545	629,866	503,259	477,183	39,393	27,328	32,056

FORECLOSURE SALES (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Jan-19	Feb-19	Mar-19
Total	321,621	914,624	946,527	1,083,573	840,186	778,508	624,445	454,717	342,038	307,667	232,469	177,266	14,381	10,695	11,683

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q4-2018. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for March 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q1-2019. HOPE NOW will no longer break out prime and subprime datafields. The HAMP program is no longer being reported due to program expiration.



HOPE NOW
Servicer Reported Data on Resetting Rate Modifications

Data on Modifications that Experienced a Rate Increase

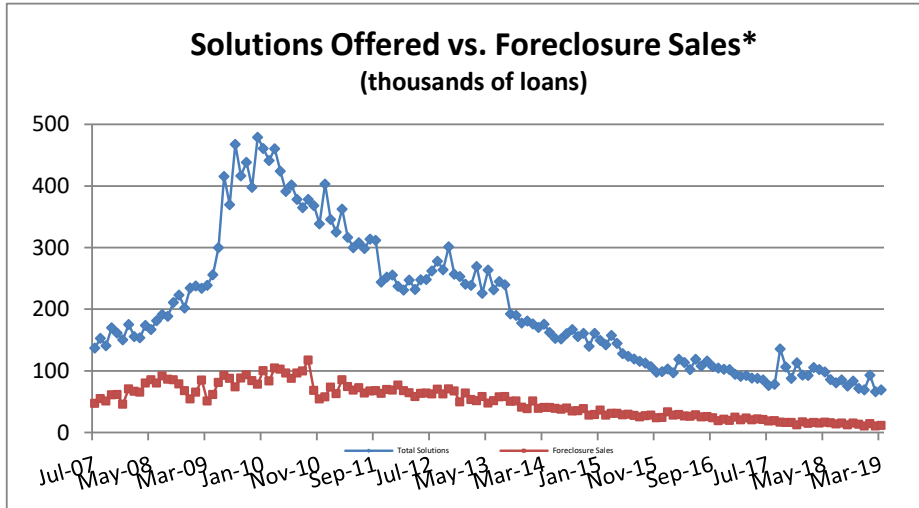
	2015	2016	2017	2018	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Total Number of Resetting Rate Modifications	147,729	110,997	77,846	75,300	5,253	5,630	5,519	19,647	5,287	6,058	4,598	11,428	4,347	5,303	4,041	4,084
Total Number of Resetting Rate Modifications - Active 1st lien mortgages (all modifications) that saw an increase in interest rate due to agreed terms at month end.																
Foreclosure Alternative Solutions	34,798	64,361	59,880	58,615	4,437	13,359	4,156	4,109	3,710	3,617	3,948	3,095	2,908	2,996	1,271	1,334
Foreclosure Alternative Solutions - Total number of modifications that experienced a rate reset since January 1, 2014 and resulted in a foreclosure alternative option in the reporting month. These include remodification, short sale, deed in lieu, streamlined options, formal repayment plans, or other retention plans.																
Completed Foreclosure Sales	3,288	6,774	6,340	6,338	397	2,961	382	430	423	407	455	433	350	464	282	296
Completed Foreclosure Sales - Total number of modified loans that experienced an interest rate reset since January 1, 2014 and the loan ended in a completed Foreclosure Sale in the reporting month.																

HOPE NOW began collecting data on modifications whose terms include a rate increase in January 2015. This data is aggregated from HOPE NOW membership and is not an extrapolation for national trends.



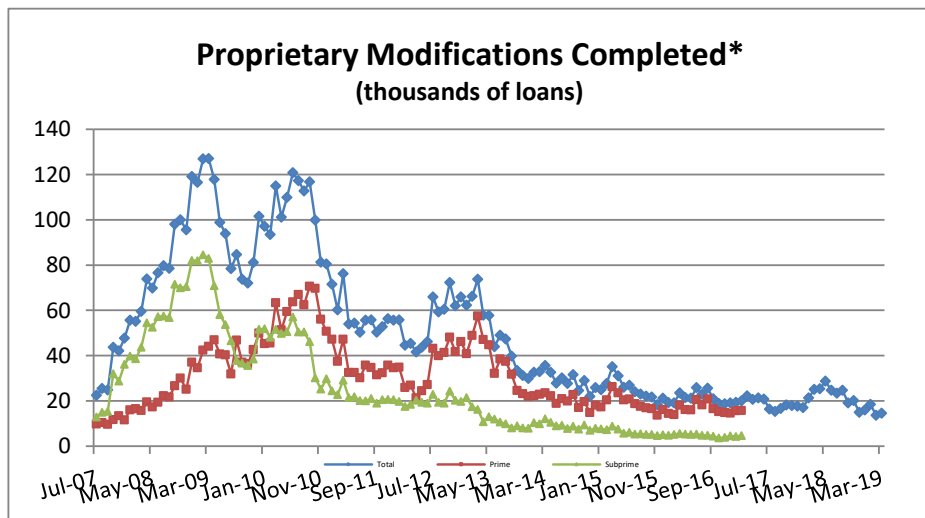
HOPE NOW

Industry Extrapolations and HAMP Metrics
March 2019



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

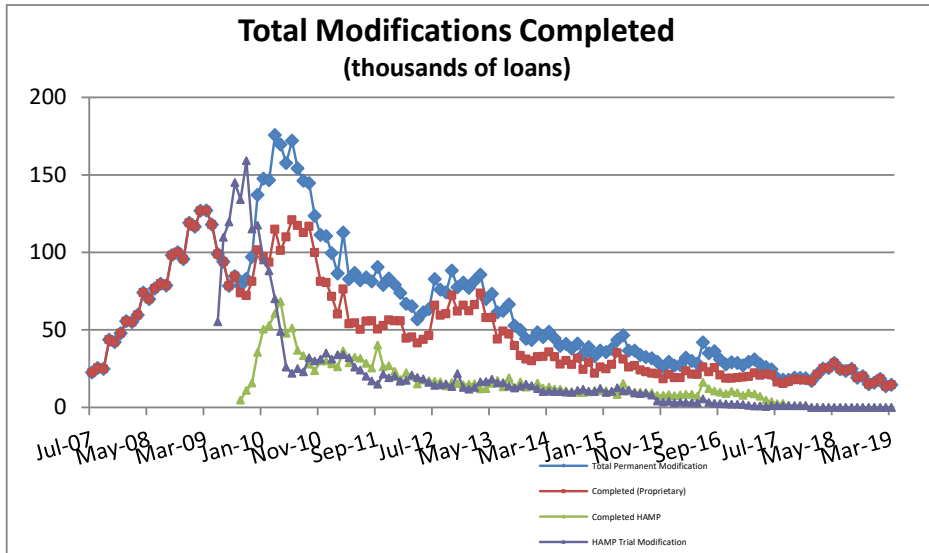


*Non-HAMP

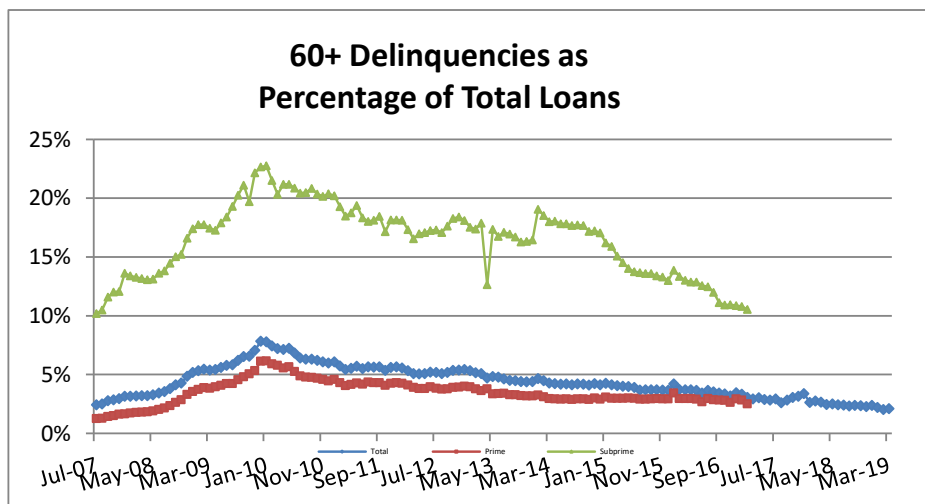


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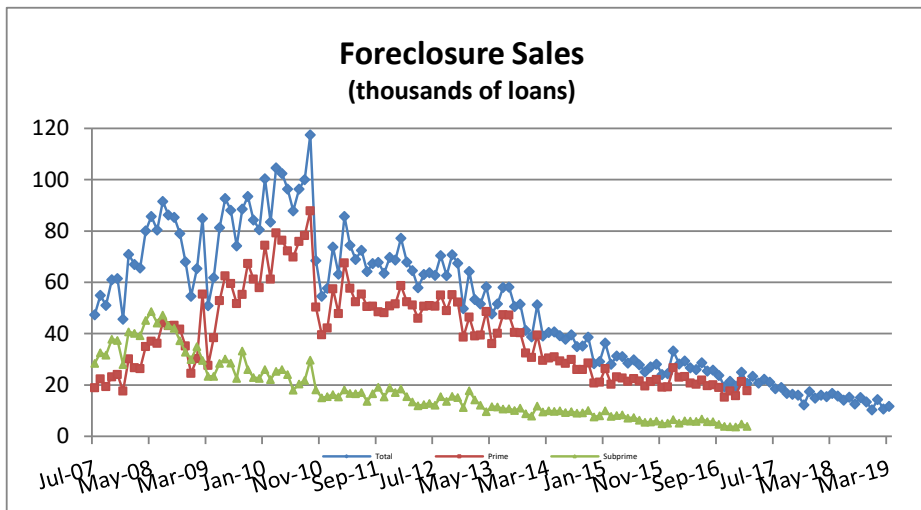
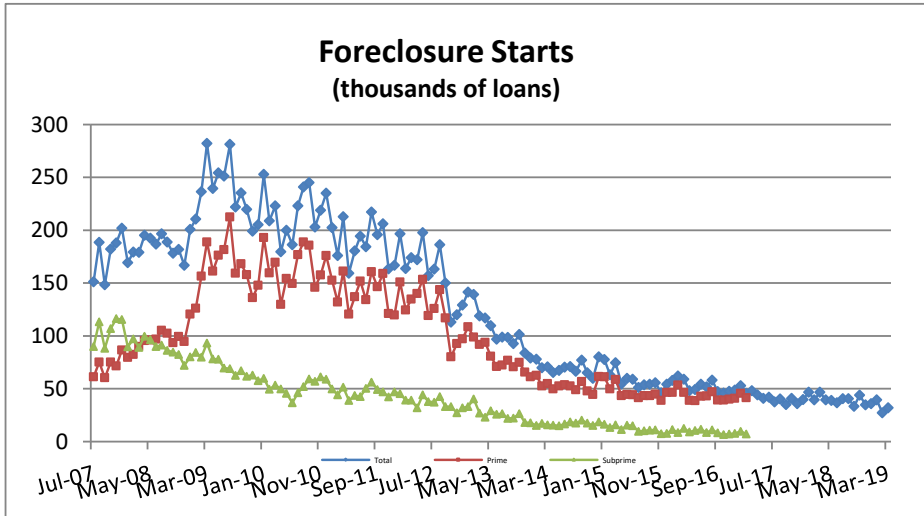
Industry Extrapolations and HAMP Metrics
March 2019



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.



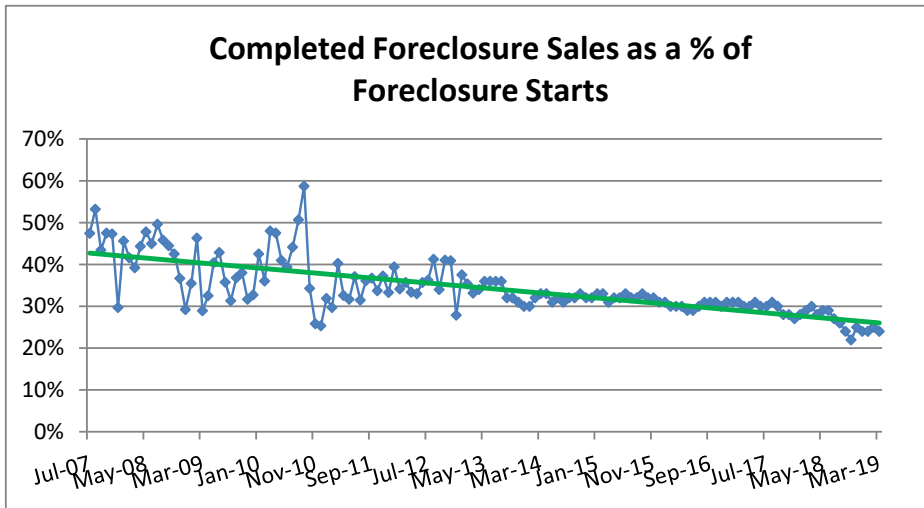
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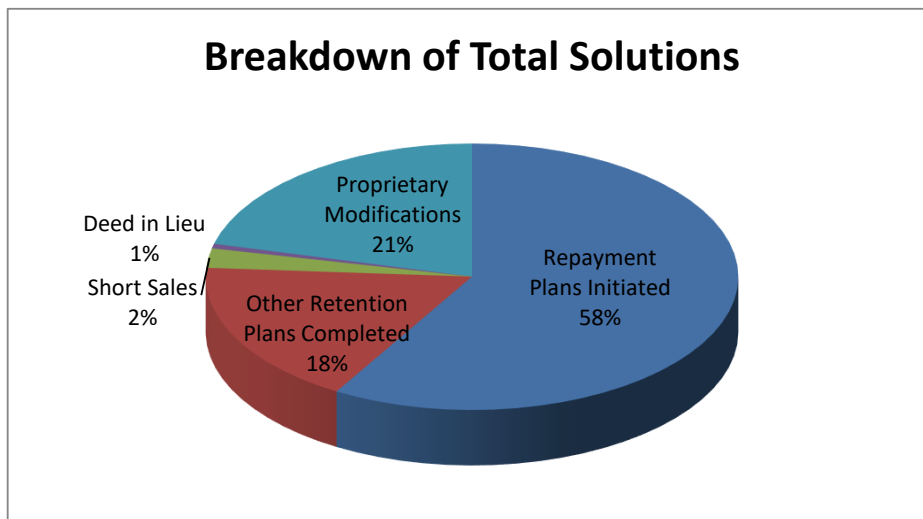
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Industry Extrapolations and HAMP Metrics
March 2019



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.

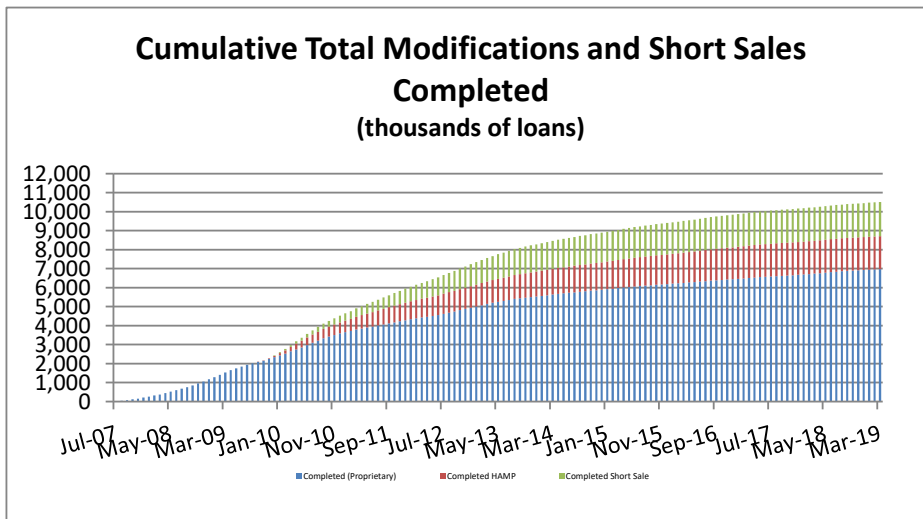
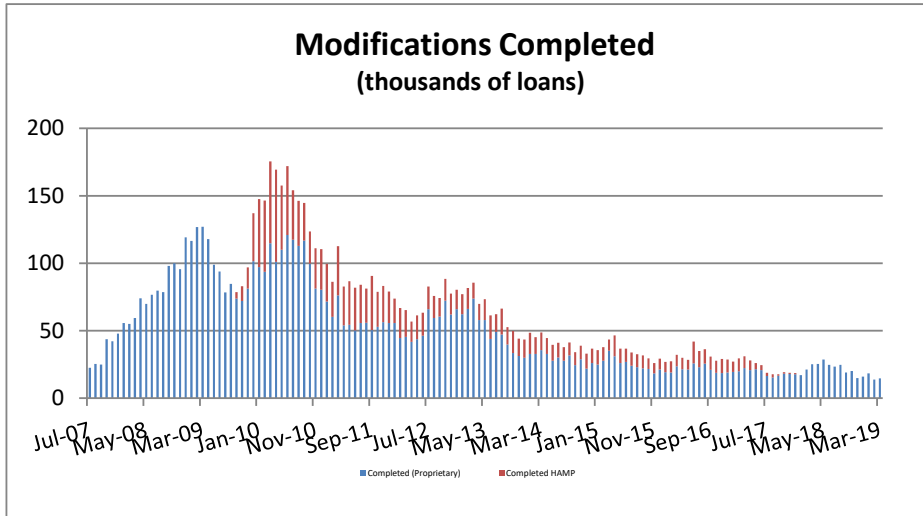


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Industry Extrapolations and HAMP Metrics
March 2019



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.