



HOPE NOW

Snapshot Industry Extrapolations and HAMP Metrics

						Three Month		
	Q4-2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	Oct-18	Nov-18	Dec-18
Total Completed Modifications	56,355	63,341	78,650	67,215	51,010	20,119	14,929	15,962
HAMP Permanent Modifications ¹	2,651	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Proprietary Modifications Completed ²	53,704	63,341	78,650	67,215	51,010	20,119	14,929	15,962
Reduced P&I Modifications (10% or greater)	30,471	35,570	39,082	39,281	30,193	11,766	8,861	9,565
<i>% of Proprietary Modifications</i>	57%	56%	50%	58%	59%	58%	59%	60%
Completed Short Sale	8,719	6,699	7,462	6,933	6,243	2,321	2,023	1,900
Deed-In-Lieu	2,518	2,008	2,011	1,946	1,553	615	374	565
Foreclosure Starts	116,699	133,093	115,011	114,384	114,695	44,087	34,733	35,875
Foreclosure Sales	44,846	48,457	47,849	41,990	38,971	15,206	13,409	10,356
60+ Days Delinquency	1,409,040	1,174,307	1,076,596	1,029,437	1,012,863	1,020,413	986,549	1,031,628

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 (Dec 2018)	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 December 2018. 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" (December 2018) 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 Q4-2018.

**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 (December 2018)

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April 19, 2019



HOPE NOW
Total Solutions
Industry Extrapolations and HAMP Metrics (November 2007 - December 2018)

"LIFE TO DATE" TOTAL SOLUTIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Oct-18	Nov-18	Dec-18	"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	83,730	71,705	69,280	28,187,584
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	20,119	14,929	15,962	6,927,128
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	63,611	56,775	53,319	16,985,566

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 December 2018 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2018. 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 - December 2018)

"LIFE TO DATE" COMPLETED MODIFICATIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Oct-18	Nov-18	Dec-18	"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	20,119	14,929	15,962	8,662,269
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	20,119	14,929	15,962	6,927,128

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 - December 2018)

PROPRIETARY MODIFICATIONS (Non-HAMP)¹

	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total Jun-10 to Dec-18
Proprietary Modifications ²	17,046	21,285	25,010	25,297	28,687	24,666	23,445	24,720	19,051	20,119	14,929	15,962	4,071,682
Proprietary Reduced P&I Modifications ³ (10% or greater)	9,398	12,487	13,685	11,138	14,783	13,161	13,632	14,734	10,915	11,766	8,861	9,565	2,600,321
<i>% of Proprietary Modifications</i>	55%	59%	55%	44%	52%	53%	58%	60%	57%	58%	59%	60%	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 December 2018 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2018. 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	Oct-18	Nov-18	Dec-18	Total Jul-07 to Dec-18
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	80,795	69,308	66,816	22,110,973
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	42,385	40,648	38,029	10,698,743
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	20,119	14,929	15,962	6,927,128
Other Retention Plans Completed ³			0	846,951	782,812	806,807	659,527	407,896	266,443	264,108	214,338	236,222	18,291	13,731	12,825	4,485,102

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>	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Number of Estimated Industry Loans [†]	43,822	43,822	43,822	43,565	43,565	43,565	43,418	43,418	43,418	43,127	43,127	43,127
60+ Days Delinquency	1,149	1,210	1,164	1,076	1,091	1,063	1,043	1,013	1,032	1,020	987	1,032
60 Days+ Delinquency (Percentage of Total Loans)	2.62%	2.76%	2.66%	2.47%	2.50%	2.44%	2.40%	2.33%	2.38%	2.37%	2.29%	2.39%

[†]HOPE 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 December 2018 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2018. 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 - December 2018)

FORECLOSURE STARTS (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Oct-18	Nov-18	Dec-18
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	44,087	34,733	35,875

FORECLOSURE SALES (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Oct-18	Nov-18	Dec-18
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	15,206	13,409	10,356

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 December 2018 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2018. 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

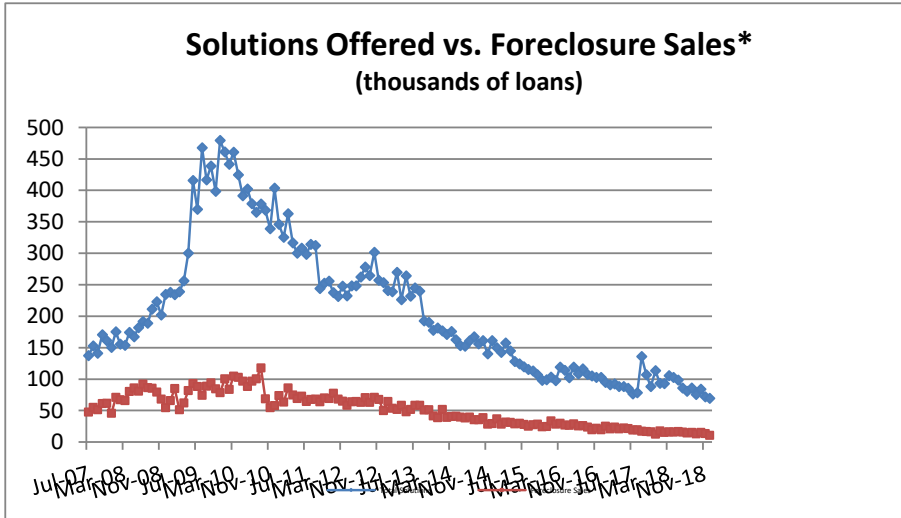
	2015	2016	2017	2018	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Total Number of Resetting Rate Modifications	147,729	110,997	77,846	75,300	4,517	5,162	5,130	5,253	5,630	5,519	19,647	5,287	6,058	4,598	11,428	4,347
Total Number of Resetting Rate Modifications - Active 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	4,020	4,203	5,069	4,437	13,359	4,156	4,109	3,710	3,617	3,948	3,095	2,908
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	558	519	414	397	2,961	382	430	423	407	455	433	350
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.



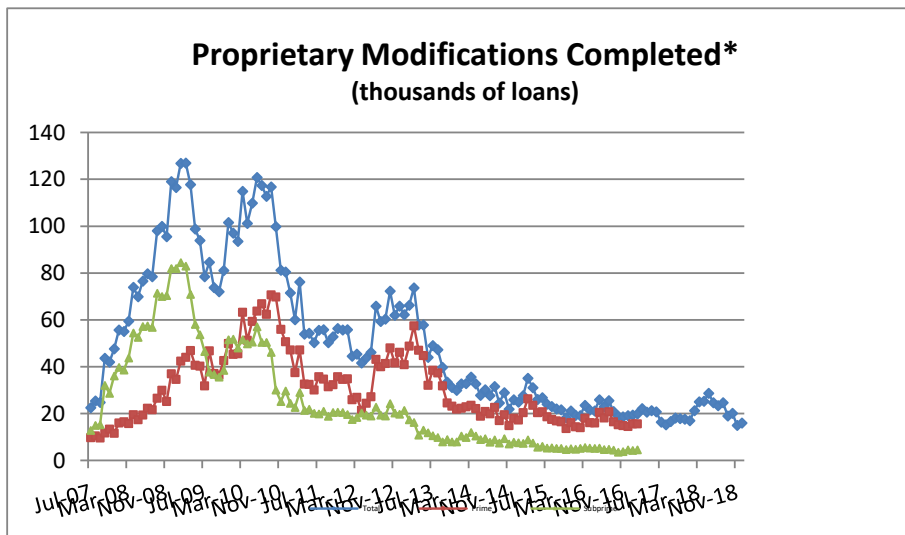
HOPE NOW

Industry Extrapolations and HAMP Metrics
December 2018



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



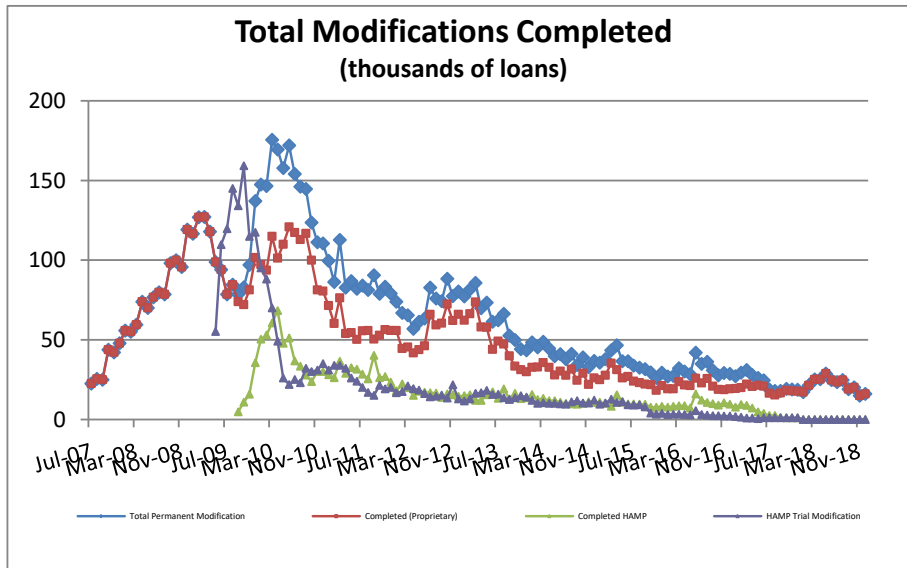
*Non-HAMP

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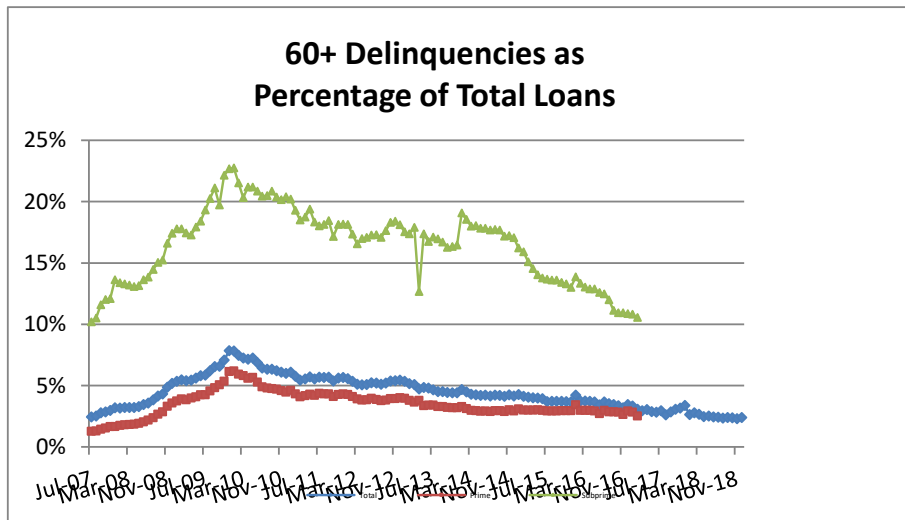
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Industry Extrapolations and HAMP Metrics
December 2018



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.

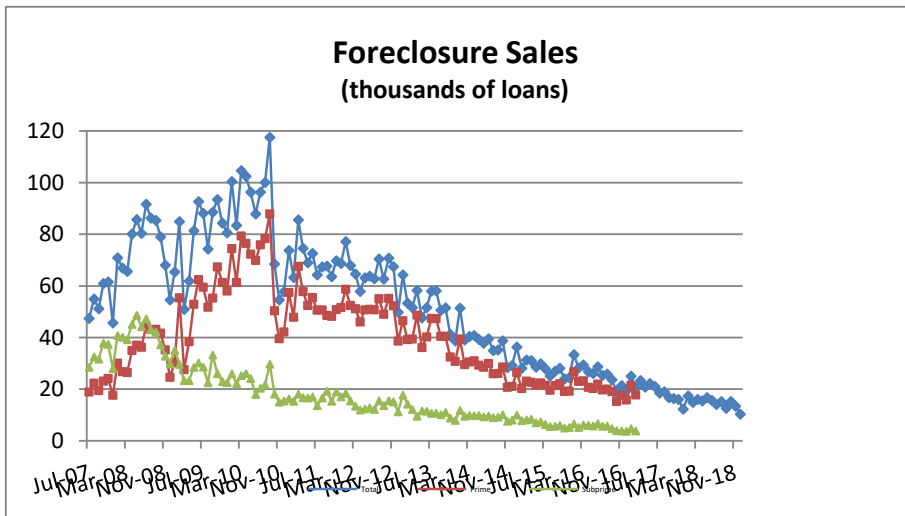
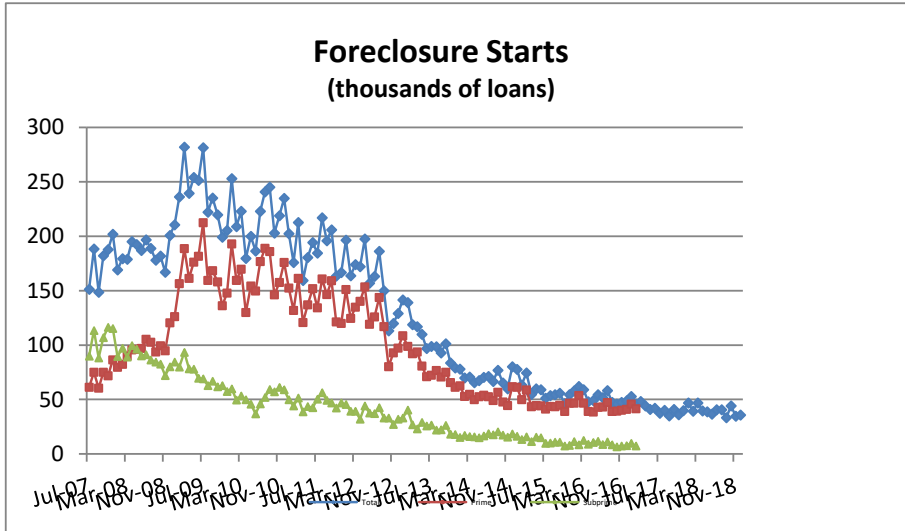


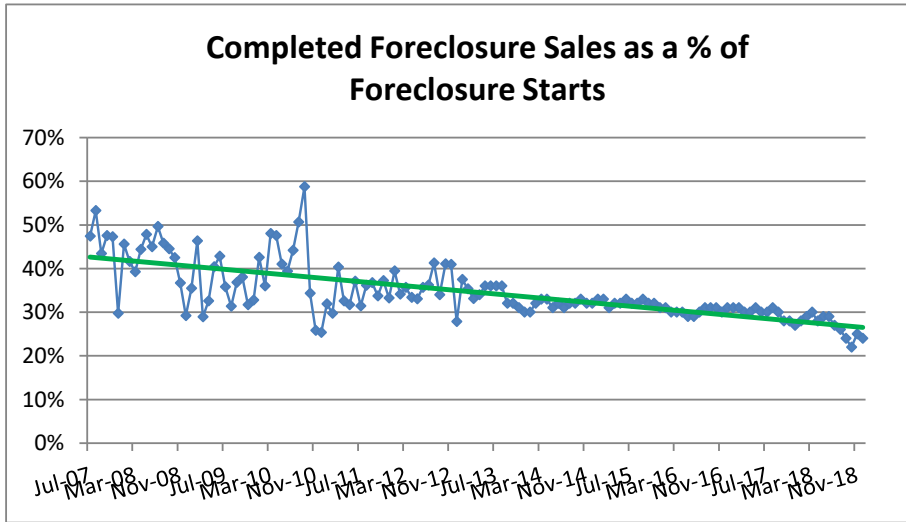
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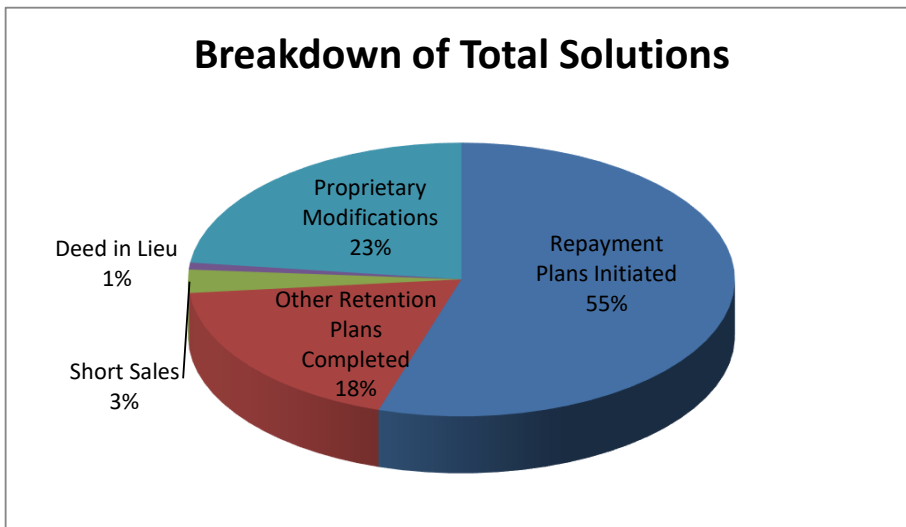
Industry Extrapolations and HAMP Metrics
December 2018





Source: Freddie Mac State Foreclosure Timelines and HOPE NOW

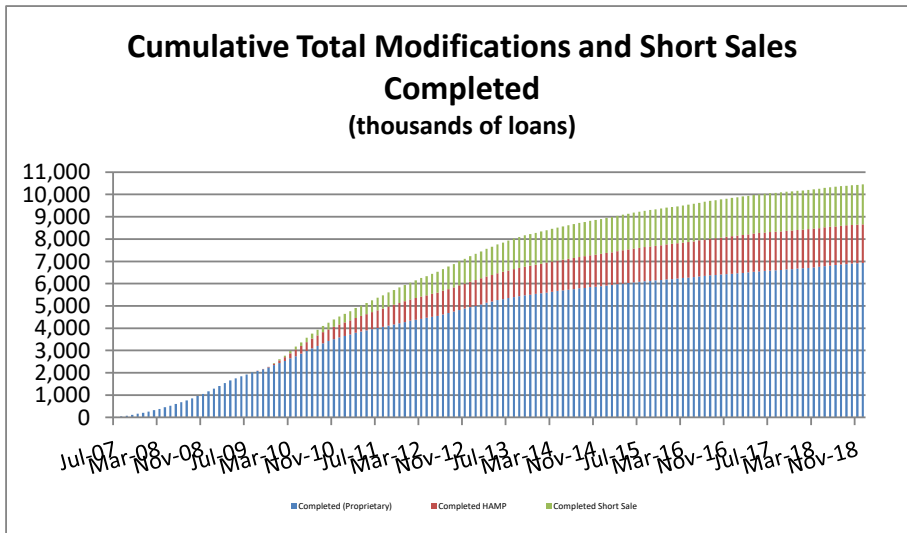
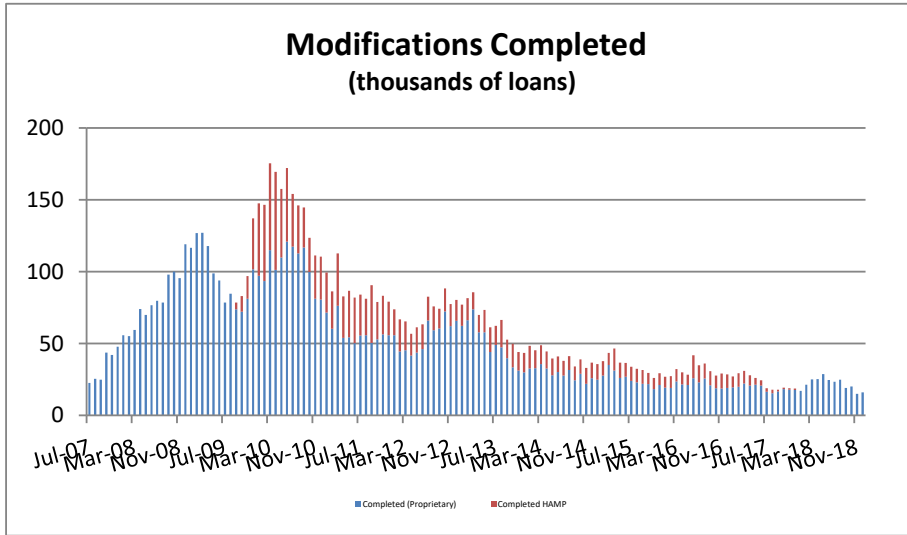
*There is a time lag between a foreclosure start and its completion. During this time many foreclosure starts drop out for a variety of reasons. The time lag varies for individual states, ranging between 2 and 12 months. The percentages in this graph adjust for this lag. The weighted average time between 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
December 2018



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.