



HOPE NOW

Snapshot Industry Extrapolations and HAMP Metrics

Three Month

	Q3-2018	Q4-2018	Q1-2019	Q2-2019	Q2-2020	Aug-19	Sep-19	Oct-19
Total Completed Modifications	67,215	51,010	46,642	34,027	27,592	9,858	7,928	10,055
HAMP Permanent Modifications ¹	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Proprietary Modifications Completed ²	67,215	51,010	46,642	34,027	27,592	9,858	7,928	10,055
Reduced P&I Modifications (10% or greater)	39,281	30,193	30,772	23,109	18,836	6,665	5,313	7,029
<i>% of Proprietary Modifications</i>	58%	59%	66%	68%	68%	68%	67%	70%
Completed Short Sale	6,933	6,243	4,733	4,337	3,761	1,254	1,244	1,210
Deed-In-Lieu	1,946	1,553	1,346	984	979	320	335	249
Foreclosure Starts	114,384	114,695	98,947	77,858	79,074	26,193	26,162	29,440
Foreclosure Sales	41,990	38,971	36,735	30,025	25,946	8,842	8,181	8,881
60+ Days Delinquency	1,029,437	1,012,863	909,913	776,021	713,619	689,990	749,659	713,149

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 (Nov 2019)	MBA Delinquency Survey (Q3-2019)*	MBA Survey Extrapolated to Total Industry		
Total	18.3	38.8	44.1	41.5%	12

*"MBA Delinquency Survey" data is for Q3-2019, while "HOPE NOW Alliance Survey" data is for November 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" (November 2019) by "MBA Survey Extrapolated to Total Industry" (Q3-2019). "HOPE NOW Estimated Percent of Industry" estimates may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2019.

**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 (November 2019)

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January 23, 2020



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

"LIFE TO DATE" TOTAL SOLUTIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Aug-19	Sep-19	Oct-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	34,940	31,281	34,906	28,684,329
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	9,858	7,928	10,055	7,045,444
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	25,081	23,353	24,851	17,363,995

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 Q3-2019. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for November 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2019. 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 - November 2019)

"LIFE TO DATE" COMPLETED MODIFICATIONS

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Aug-19	Sep-19	Oct-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	9,858	7,928	10,055	8,780,585
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	9,858	7,928	10,055	7,045,444

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 - November 2019)

PROPRIETARY MODIFICATIONS (Non-HAMP)¹

	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Total Jun-10 to Nov-19
Proprietary Modifications ²	14,929	15,962	18,418	13,673	14,550	13,087	11,452	9,488	9,806	9,858	7,928	10,055	4,189,997
Proprietary Reduced P&I Modifications ³ (10% or greater)	8,861	9,565	12,427	9,072	9,273	8,704	7,764	6,641	6,858	6,665	5,313	7,029	2,680,067
<i>% of Proprietary Modifications</i>	59%	60%	67%	66%	64%	67%	68%	70%	70%	68%	67%	70%	64%

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q3-2019. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for November 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2019. 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	Aug-19	Sep-19	Oct-19	Total Jul-07 to Nov-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	33,365	29,701	33,446	22,590,118
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	17,912	17,262	17,572	10,971,309
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	9,858	7,928	10,055	7,045,444
Other Retention Plans Completed ³			0	846,951	782,812	806,807	659,527	407,896	266,443	264,108	214,338	236,222	5,594	4,511	5,819	4,573,365

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)

	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19
<i>In thousands except for ratios</i>													
Number of Estimated Industry Loans ¹	43,127	43,127	43,127	43,127	43,127	43,127	43,933	43,933	43,933	43,127	43,127	43,127	43,127
60+ Days Delinquency	1,020	987	1,032	945	877	907	840	764	723	701	690	750	713
60 Days+ Delinquency (Percentage of Total Loans)	2.37%	2.29%	2.39%	2.19%	2.03%	2.10%	1.91%	1.74%	1.65%	1.63%	1.60%	1.74%	1.65%

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q3-2019. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for November 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2019. 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 - November 2019)

FORECLOSURE STARTS (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Aug-19	Sep-19	Oct-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	26,193	26,162	29,440

FORECLOSURE SALES (All Loans)

	Q3-Q4 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Aug-19	Sep-19	Oct-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	8,842	8,181	8,881

¹HOPE NOW data is extrapolated based on the "MBA Delinquency Survey" for Q3-2019. MBA estimates that its survey covers approximately 88% of the total industry. HOPE NOW data estimates for November 2019 may increase or decrease slightly when the MBA releases its Delinquency Survey data for Q4-2019. 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

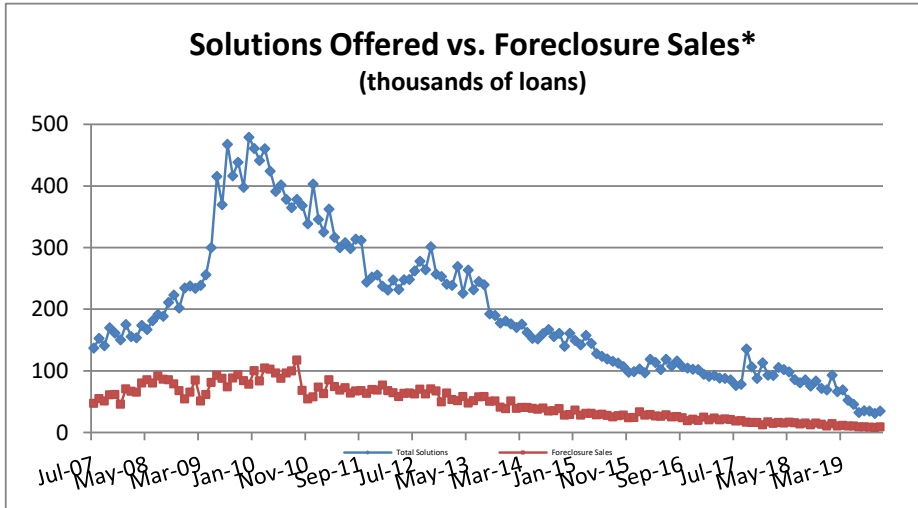
	2015	2016	2017	2018	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	
Total Number of Resetting Rate Modifications	147,729	110,997	77,846	75,300	4,598	11,428	4,347	5,303	4,041	4,084	4,030	4,060	3,575	3,605	3,634	3,268	3,314	
Total Number of Resetting Rate Modifications - 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	3,948	3,095	2,908	2,996	1,271	1,334	1,170	1,392	1,024	1,235	1,152	1,193	1,124	
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	455	433	350	464	282	296	265	250	242	259	196	197	223	
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.



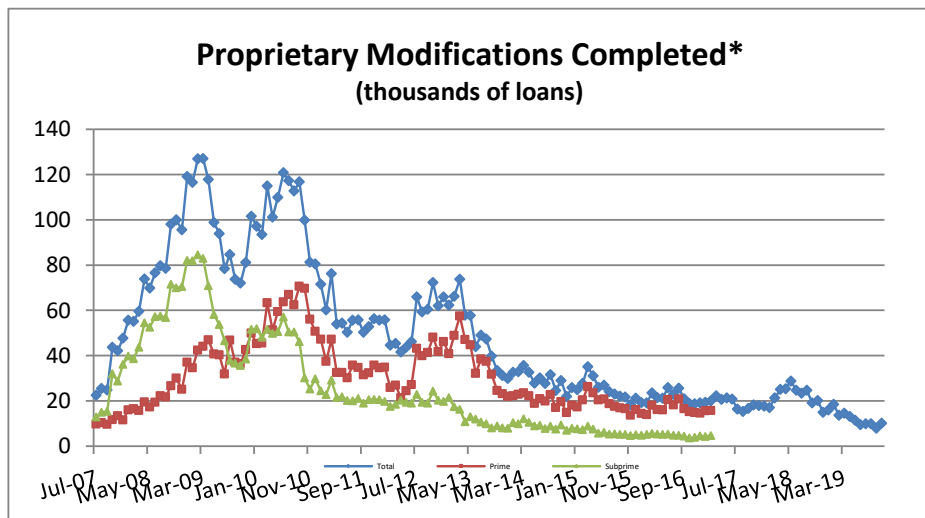
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Industry Extrapolations and HAMP Metrics
November 2019



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

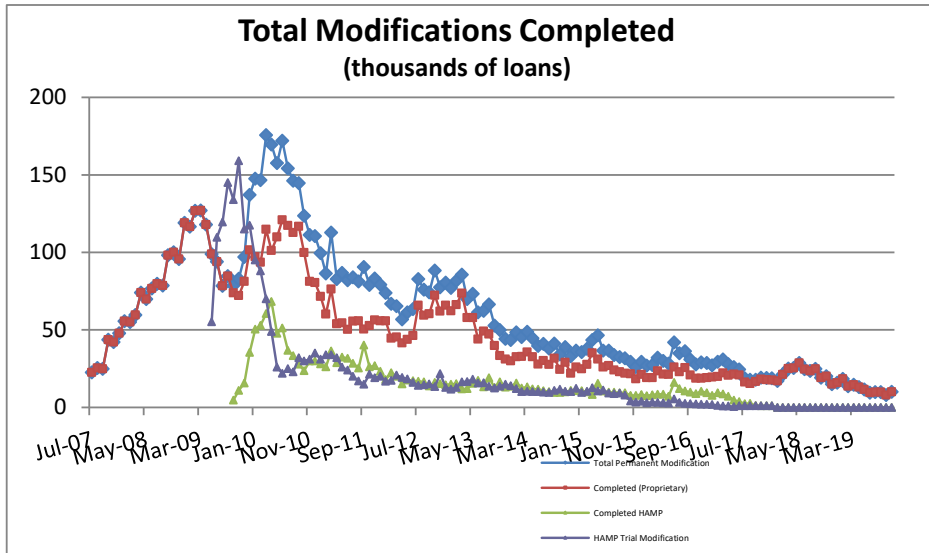


*Non-HAMP

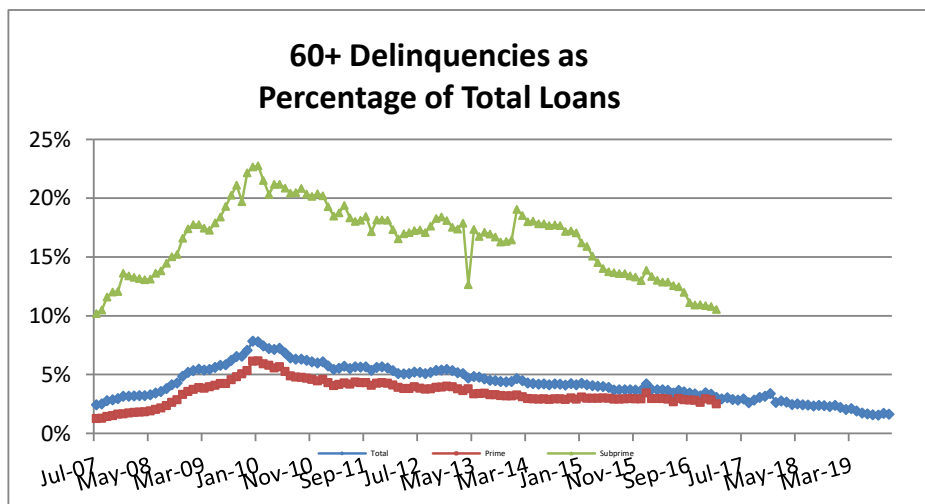


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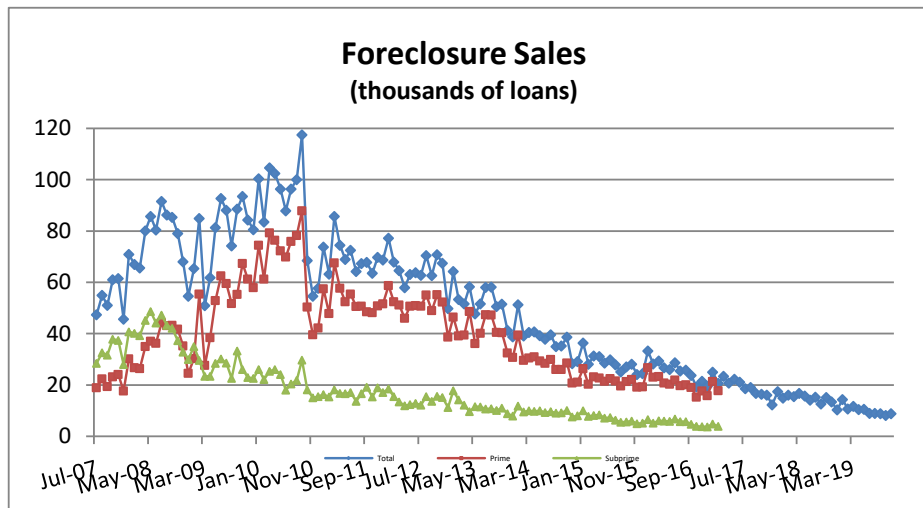
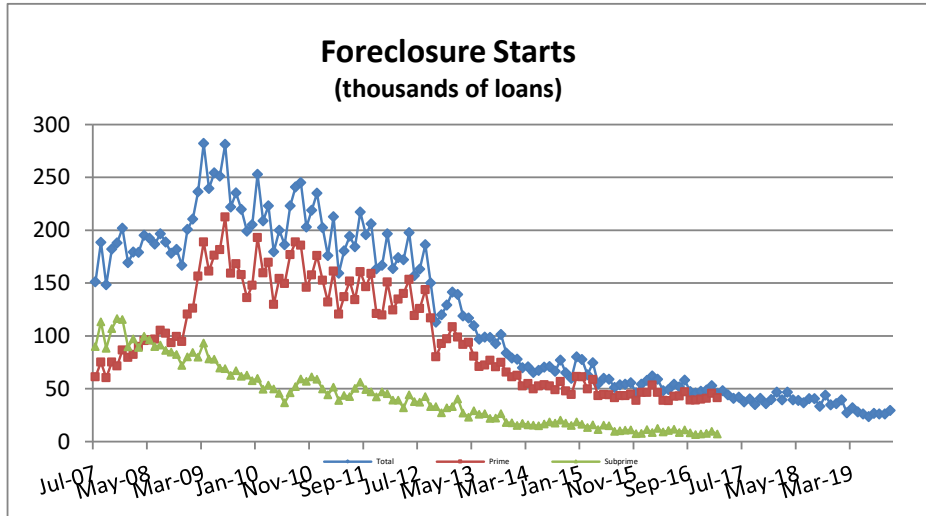
Industry Extrapolations and HAMP Metrics
November 2019

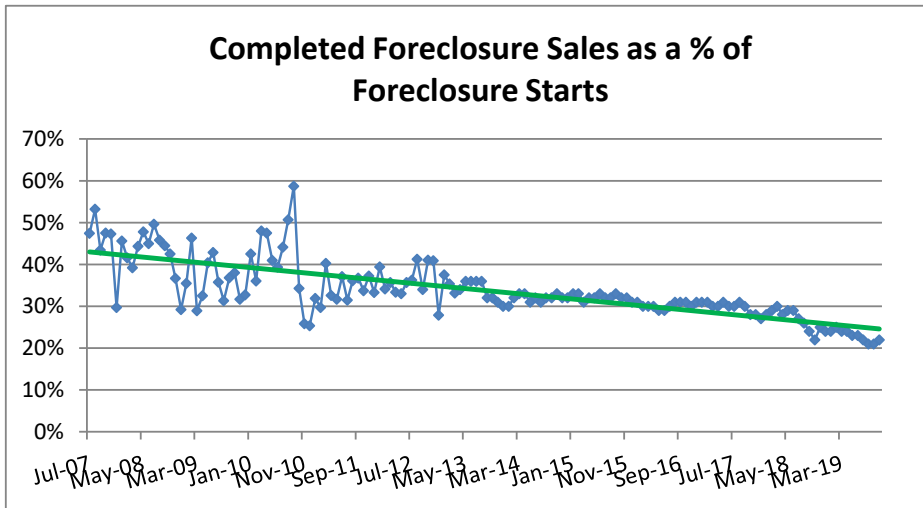


Source: Making Home Affordable and HOPE NOW
 Total Permanent Modifications is the sum of Completed HAMP and Completed (Proprietary). HOPE NOW has collected data on Completed (Proprietary) Modifications since 2007. Data for HAMP Trial Modifications began in May 2009 while data for Completed HAMP loans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



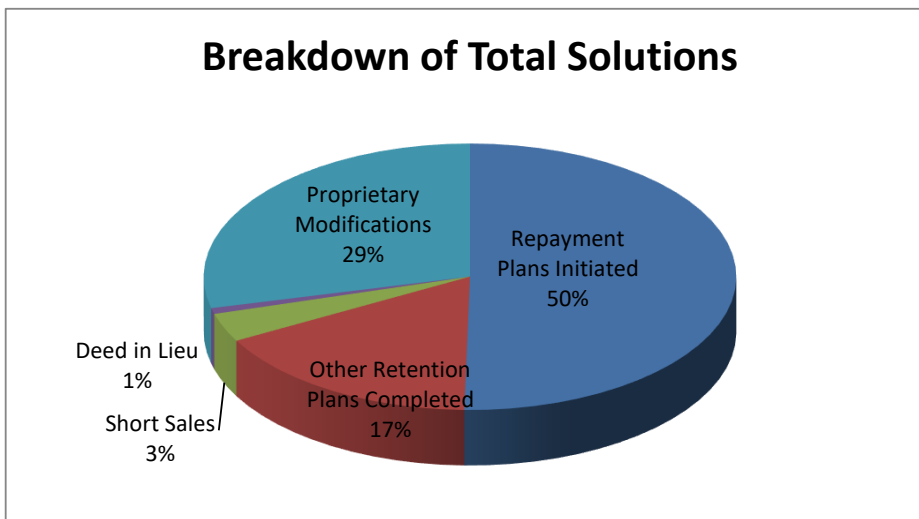
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Source: Freddie Mac State Foreclosure Timelines and HOPE NOW

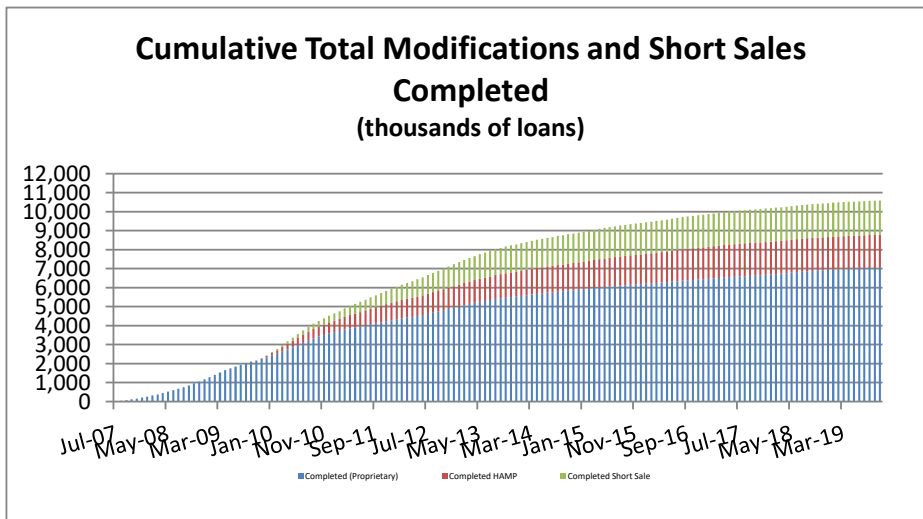
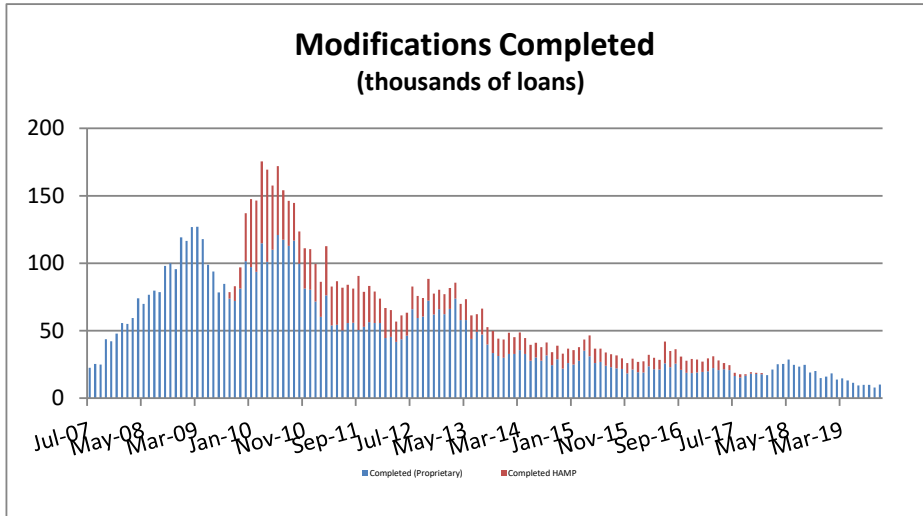
*There is a time lag between a foreclosure start and its completion. During this time many foreclosure starts drop out for a variety of reasons. The time lag varies for individual states, ranging between 2 and 12 months. The percentages in this graph adjust for this lag. The weighted average time between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