



**HomeSafe Georgia**

### **Third Quarter 2012 Performance Reports**

In the third quarter of 2012, HomeSafe Georgia made payments to mortgage servicers totaling \$6.1 Million with a cumulative payout of \$13.3 Million. As of September 30, 2012, \$45.6 million is committed for future payments on approved loans.

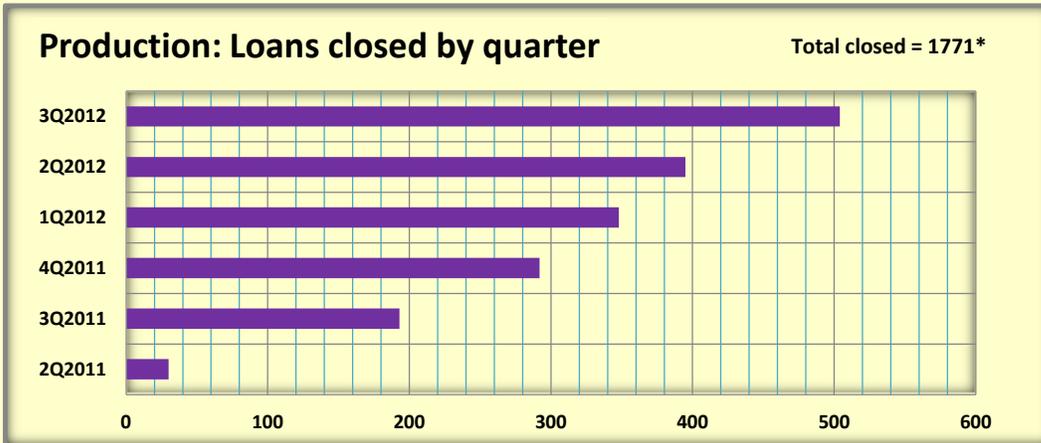
#### **Third Quarter Highlights:**

- 465 applications were closed in the 3<sup>rd</sup> quarter and another 265 applications were in the closing process at the quarter's end.
- Thirty-six percent (36%) of the 1,298 decided during the 3<sup>rd</sup> Quarter were approved.
- Homeowners in 96 Georgia counties have benefited from HomeSafe Georgia's program.

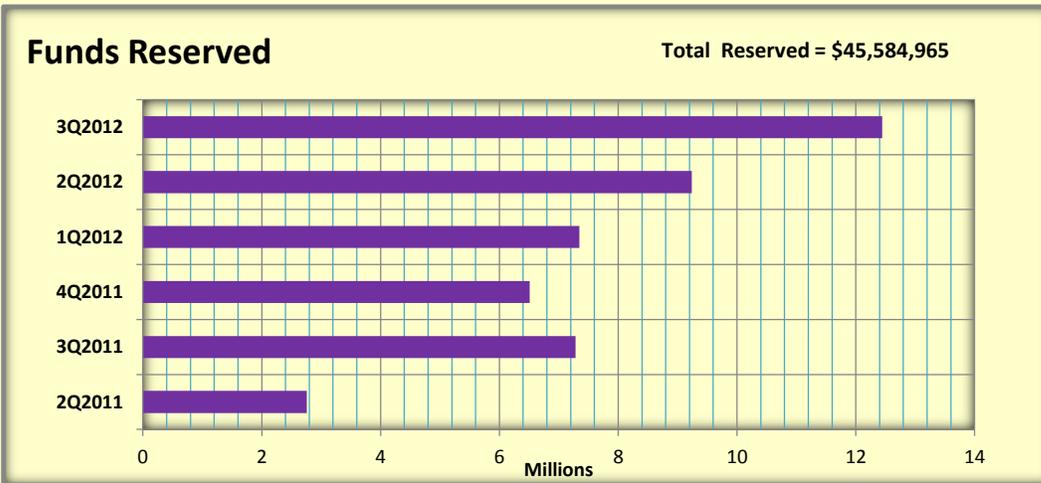


# HomeSafe Georgia

AS OF 9/30/12



\*Treasury report 9/30/12 differs due to loans closed in late September



#### Top 10 servicers by # of loans

9/30/2012

Bank of America	404
Wells Fargo Home Mortgage	301
Chase Bank (JP Morgan)	193
GMAC Mortgage	119
Citi Mortgage	93
SunTrust Mortgage	77
State Home Mortgage	74
BB&T	44
OCWEN	41
EverHome	36

#### Top 10 counties

9/30/2012

DeKalb	285
Gwinnett	268
Fulton	224
Cobb	182
Clayton	134
Henry	70
Newton	48
Douglas	47
Paulding	43
Rockdale	42

Assistance has been provided in 96 Georgia counties.



This document describes the Housing Finance Agency (HFA) Hardest-Hit Fund (HHF) data that state HFAs are required to provide to Bank of New York Mellon. It includes quarterly borrower characteristic data and program specific performance data. All HFA HHF data submitted to Bank of New York Mellon must be accurate, complete, and in agreement with retained HFA records. Data should be reported by each state HFA by the 15th of the month following the quarter.

Data requested in the "Borrower Characteristic" worksheet should be reported in aggregate for all HHF programs run by the state HFA. Program specific data is separated into reporting tabs for each individual program. State HFAs should report program performance data on an individual program basis. A data dictionary has been provided to assist in the definition of each data point.

Georgia			
HFA Performance Data Reporting- Borrower Characteristics			
		3rd Q 2012	Cumulative
<b>Unique Borrower Count</b>			
	Number of Unique Borrowers Receiving Assistance	465	1708
	Number of Unique Borrowers Denied Assistance	833	4068
	Number of Unique Borrowers Withdrawn from Program	565	2482
	Number of Unique Borrowers in Process	2501	N/A
	Total Number of Unique Borrower Applicants	4364	10759
<b>Program Expenditures (\$)</b>			
	Total Assistance Provided to Date	6107439	13306333
	Total Spent on Administrative Support, Outreach, and Counseling	1401147	6139480
<b>Borrower Income (\$)</b>			
	Above \$90,000	1.08%	0.94%
	\$70,000- \$89,000	1.51%	1.23%
	\$50,000- \$69,000	4.95%	5.15%
	Below \$50,000	92.46%	92.68%
<b>Borrower Income as Percent of Area Median Income (AMI)</b>			
	Above 120%	1.51%	1.35%
	110%-119%	0.65%	0.70%
	100%- 109%	0.65%	0.76%
	90%- 99%	0.65%	1.29%
	80%- 89%	1.72%	1.64%
	Below 80%	94.82%	94.26%
<b>Geographic Breakdown (by county)</b>			
	Appling	1	1
	Atkinson	0	0
	Bacon	0	1
	Baker	0	0
	Baldwin	0	1
	Banks	0	1
	Barrow	1	16
	Bartow	4	10
	Ben Hill	0	0
	Berrien	0	1
	Bibb	1	11
	Bleckley	0	0
	Brantley	0	0
	Brooks	0	1
	Bryan	0	1
	Bulloch	1	4
	Burke	0	0
	Butts	0	3
	Calhoun	0	0
	Camden	1	2
	Candler	0	0
	Carroll	4	12
	Catoosa	0	0
	Charlton	0	0
	Chatham	5	25
	Chattahoochee	0	0
	Chattooga	0	2
	Cherokee	7	31
	Clarke	3	8
	Clay	0	0
	Clayton	41	128
	Clinch	0	0
	Cobb	62	174
	Coffee	0	1
	Colquitt	1	4
	Columbia	1	2
	Cook	0	0
	Coweta	1	15
	Crawford	1	2
	Crisp	0	0
	Dade	0	0
	Dawson	1	4
	Decatur	1	3
	DeKalb	84	273
	Dodge	0	1
	Dooley	0	0
	Dougherty	0	4
	Douglas	16	46
	Early	0	1
	Echols	0	0
	Effingham	1	3
	Elbert	0	1
	Emanuel	0	1
	Evans	0	0
	Fannin	0	1
	Fayette	6	26
	Floyd	2	7
	Forsyth	4	28
	Franklin	0	1
	Fulton	71	213
	Gilmer	0	3
	Glascock	0	0
	Glynn	1	4
	Gordon	0	1
	Grady	0	0
	Greene	0	1
	Gwinnett	52	258
	Habersham	0	2
	Hall	3	11

Georgia		
HFA Performance Data Reporting- Borrower Characteristics		
	3rd Q 2012	Cumulative
Hancock	0	0
Haralson	0	0
Harris	1	7
Hart	0	2
Heard	0	1
Henry	22	65
Houston	1	3
Irwin	0	0
Jackson	3	14
Jasper	0	4
Jeff Davis	0	1
Jefferson	0	0
Jenkins	0	1
Johnson	0	0
Jones	1	3
Lamar	0	1
Lanier	0	0
Laurens	0	1
Lee	0	0
Liberty	1	6
Lincoln	0	0
Long	0	0
Lowndes	1	6
Lumpkin	0	2
Macon	0	0
Madison	0	1
Marion	0	0
McDuffie	0	0
McIntosh	0	0
Meriwether	0	0
Miller	0	0
Mitchell	0	1
Monroe	0	3
Montgomery	0	0
Morgan	2	2
Murray	2	4
Muscogee	1	6
Newton	14	47
Oconee	1	7
Oglethorpe	1	3
Paulding	8	42
Peach	1	2
Pickens	2	3
Pierce	0	0
Pike	0	2
Polk	0	2
Pulaski	0	0
Putnam	0	3
Quitman	0	0
Rabun	0	0
Randolph	0	1
Richmond	1	10
Rockdale	12	40
Schley	0	0
Screven	0	0
Seminole	0	0
Spalding	3	15
Stephens	0	1
Stewart	0	0
Sumter	0	0
Talbot	0	1
Taliaferro	0	0
Tattnall	0	0
Taylor	0	0
Telfair	0	0
Terrell	0	1
Thomas	0	2
Tift	0	2
Toombs	0	0
Towns	0	0
Treutlen	0	0
Troup	3	6
Turner	0	0
Twiggs	0	1
Union	1	4
Upson	0	0
Walker	0	3
Walton	4	19
Ware	0	0
Warren	0	0
Washington	0	0
Wayne	0	0
Webster	0	0
Wheeler	0	0
White	0	2
Whitfield	1	3
Wilcox	1	1
Wilkes	0	0
Wilkinson	0	0
Worth	0	1

<b>Georgia</b>			
<b>HFA Performance Data Reporting- Borrower Characteristics</b>			
		<b>3rd Q 2012</b>	<b>Cumulative</b>
<b>Home Mortgage Disclosure Act (HMDA)</b>			
<i><b>Borrower</b></i>			
<b>Race</b>			
American Indian or Alaskan Native	2		4
Asian	3		17
Black or African American	299		1082
Native Hawaiian or other Pacific Islander	0		2
White	144		560
Information not provided by borrower	17		43
<b>Ethnicity</b>			
Hispanic or Latino	12		42
Not Hispanic or Latino	453		1666
Information not provided by borrower	0		0
<b>Sex</b>			
Male	168		642
Female	297		1066
Information not provided by borrower	0		0
<i><b>Co-Borrower</b></i>			
<b>Race</b>			
American Indian or Alaskan Native	0		0
Asian	1		5
Black or African American	31		148
Native Hawaiian or other Pacific Islander	0		0
White	36		169
Information not provided by borrower	1		6
<b>Ethnicity</b>			
Hispanic or Latino	0		6
Not Hispanic or Latino	69		322
Information not provided by borrower	0		0
<b>Sex</b>			
Male	15		86
Female	54		242
Information not provided by borrower	0		0
<b>Hardship</b>			
Unemployment	398		1428
Underemployment	67		280
Divorce	0		0
Medical Condition	0		0
Death	0		0
Other	0		0
<b>Current Loan to Value Ratio (LTV)</b>			
<100%	38.50%		38.76%
100%-109%	13.76%		14.29%
110%-120%	11.61%		12.94%
>120%	36.13%		34.01%
<b>Current Combined Loan to Value Ratio (CLTV)</b>			
<100%	33.55%		33.20%
100%-119%	24.52%		27.28%
120%-139%	20.43%		21.78%
140%-159%	12.26%		10.48%
>=160%	9.24%		7.26%
<b>Delinquency Status (%)</b>			
Current	39.79%		36.01%
30+	13.76%		10.42%
60+	11.61%		13.93%
90+	34.84%		39.64%
<b>Household Size</b>			
1	193		580
2	128		478
3	76		305
4	40		215
5+	28		130

# Georgia

## HFA Performance Data Reporting- Program Performance Mortgage Payment Assistance

		3rd Q 2012	Cumulative
<b>Program Intake/Evaluation</b>			
<i>Approved</i>			
Number of Borrowers Receiving Assistance		465	1708
% of Total Number of Applications		10.66%	15.88%
<i>Denied</i>			
Number of Borrowers Denied		833	4068
% of Total Number of Applications		19.09%	37.81%
<i>Withdrawn</i>			
Number of Borrowers Withdrawn		565	2482
% of Total Number of Applications		12.95%	23.07%
<i>In Process</i>			
Number of Borrowers In Process		2501	N/A
% of Total Number of Applications		57.31%	N/A
<i>Total</i>			
Total Number of Borrowers Applied		4364	10759
Number of Borrowers Participating in Other HFA HHF Programs or Program Components		0	0
<b>Program Characteristics</b>			
<b>General Characteristics</b>			
Median 1st Lien Housing Payment Before Assistance		947	1003
Median 1st Lien Housing Payment After Assistance		72	126
Median 2nd Lien Housing Payment Before Assistance		210	190
Median 2nd Lien Housing Payment After Assistance		N/A	N/A
Median 1st Lien UPB Before Program Entry		125149	129808
Median 1st Lien UPB After Program Entry		N/A	N/A
Median 2nd Lien UPB Before Program Entry		29704	26371
Median 2nd Lien UPB After Program Entry		N/A	N/A
Median Principal Forgiveness <sup>1</sup>		0	0
Median Length of Time Borrower Receives Assistance		N/A	5
Median Assistance Amount		3005	6782
<b>Assistance Characteristics</b>			
Assistance Provided to Date		6107439	<b>13306333</b>
Total Lender/Servicer Assistance Amount		N/A	N/A
Borrowers Receiving Lender/Servicer Match (%)		N/A	N/A
Median Lender/Servicer Assistance per Borrower		N/A	N/A
<b>Other Characteristics</b>			
Median Length of Time from Initial Request to Assistance Granted		141	143
<i>Current</i>			
Number		185	615
%		39.79%	36.01%
<i>Delinquent (30+)</i>			
Number		64	178
%		13.76%	10.42%
<i>Delinquent (60+)</i>			
Number		54	238
%		11.61%	13.93%
<i>Delinquent (90+)</i>			
Number		162	677
%		34.84%	39.64%

<b>Georgia</b>			
<b>HFA Performance Data Reporting- Program Performance</b>			
<b>Mortgage Payment Assistance</b>			
		<b>3rd Q 2012</b>	<b>Cumulative</b>
<b>Program Outcomes</b>			
	Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcomes)	34	77
<b>Alternative Outcomes</b>			
	<i>Foreclosure Sale</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Cancelled</i>		
	Number	0	1
	%	0.00%	1.30%
	<i>Deed in Lieu</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Short Sale</i>		
	Number	3	4
	%	8.82%	5.19%
<b>Program Completion/ Transition</b>			
	<i>Loan Modification Program</i>		
	Number	3	3
	%	8.83%	3.90%
	<i>Re-employed/ Regain Appropriate Employment Level</i>		
	Number	7	8
	%	20.59%	10.39%
	<i>Reinstatement/Current/Payoff</i>		
	Number	12	39
	%	35.29%	50.65%
	<i>Short Sale</i>		
	Number	N/A	N/A
	%	N/A	N/A
	<i>Deed in Lieu</i>		
	Number	N/A	N/A
	%	N/A	N/A
	<i>Other - Borrower Still Owns Home</i>		
	Number	9	22
	%	26.47%	28.57%
<b>Homeownership Retention<sup>2</sup></b>			
	Six Months Number	N/A	868
	Six Months %	N/A	99.54%
	Twelve Months Number	N/A	231
	Twelve Months %	N/A	99.57%
	Twenty-four Months Number	N/A	0
	Twenty-four Months %	N/A	0.00%
	Unreachable Number	N/A	0
	Unreachable %	N/A	0.00%

1. Includes second mortgage settlement

2. Borrower still owns home

## Data Dictionary

### HFA Performance Data Reporting- Borrower Characteristics

**The Following Data Points Are To Be Reported In Aggregate For All Programs:**

#### Unique Borrower Count

Number of Unique Borrowers Receiving Assistance	Total number of <b>unique</b> borrowers having received some form of assistance under any one of the HFA's programs. The number of borrowers represented in the other "Borrower Characteristics" fields should foot to this number.
Number of Unique Borrowers Denied Assistance	Total number of <b>unique</b> borrowers <b>not</b> receiving assistance under any of the programs and not withdrawn
Number of Unique Borrowers Withdrawn from Program	Total number of <b>unique</b> borrowers who <b>do not</b> receive assistance under any program because of voluntary withdrawal after approval or failure to complete application despite attempts by the HFA
Number of Unique Borrowers in Process	Total number of <b>unique</b> borrowers who have not been decisioned for any program and are pending review. This should be reported in the QTD column only.
Total Number of Unique Applicants	Total number of <b>unique</b> borrowers. This should be the total of the four above fields (using the QTD column for in process borrowers).

#### Program Expenditures

Total Assistance Provided to Date	<b>Total</b> amount of assistance provided to borrowers through HHF program(s)
Total Spent on Administrative Support, Outreach, and Counseling	Total amount spent on administrative expenses to support the program(s)

#### Borrower Income

All Categories	At the time of assistance, borrower's annual income (\$) rounded to the nearest thousand.
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#### Borrower Income as Percent of Area Median Income (AMI)

All Categories	At the time of assistance, borrower's annual income as a percentage of area median income.
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#### Geographic Breakdown (by County)

All Categories	Number of aggregate borrowers assisted in each county listed.
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#### Home Mortgage Disclosure Act (HMDA)

<i>Borrower</i>	
<b>Race</b>	
All Categories	All totals for the aggregate number of borrowers assisted.
<b>Ethnicity</b>	
All Categories	All totals for the aggregate number of borrowers assisted.
<b>Sex</b>	
All Categories	All totals for the aggregate number of borrowers assisted.
<i>Co-Borrower</i>	
<b>Race</b>	
All Categories	All totals for the aggregate number of borrowers assisted.
<b>Ethnicity</b>	
All Categories	All totals for the aggregate number of borrowers assisted.
<b>Sex</b>	
All Categories	All totals for the aggregate number of borrowers assisted.

#### Hardship

All Categories	All totals for the aggregate number of borrowers assisted.
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#### Current Loan to Value Ratio (LTV)

All Categories	Market loan to value ratio calculated using the unpaid principal balance at the time of assistance divided by the most current valuation at the time of assistance.
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#### Current Combined Loan to Value Ratio (CLTV)

All Categories	Market combined loan to value ratio calculated using the unpaid principal balance for all first and junior liens at the time of assistance divided by the most current valuation at the time of assistance.
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#### Delinquency Status (%)

All Categories	Delinquency status at the time of assistance.
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#### Household Size

All Categories	Household size at the time of assistance.
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### HFA Performance Data Reporting- Program Performance

**The Following Data Points Are To Be Reported In Aggregate For All Programs**

#### Program Intake/Evaluation

<i>Approved</i>	
Number of Borrowers Receiving Assistance	The total number of borrowers receiving assistance for the specific program
% of Total Number of Applications	Total number of borrowers receiving assistance for the specific program divided by the total number of borrowers who have applied for the specific program.
<i>Denied</i>	
Number of Borrowers Denied	The total number of borrowers denied for assistance for the specific program. A borrower that has provided the necessary information for consideration for program assistance, but is not approved for this assistance.
% of Total Number of Applications	Total number of borrowers denied for assistance for the specific program divided by the total number of borrowers who have applied for the specific program.
<i>Withdrawn</i>	
Number of Borrowers Withdrawn	The total number of borrowers withdrawn from the specific program. A withdrawal is defined as a borrower who was approved but never received funding, or a borrower who drops out of the process despite attempts by the HFA to complete application.
% of Total Number of Applications	Total number of borrowers withdrawn for the specific program divided by the total number of borrowers who have applied for the specific program.
<i>In Process</i>	
Number of Borrowers In Process	The total number of borrowers who have applied for assistance from the specific program that have not been decisioned and are pending review. This should be reported in the QTD column only.
% of Total Number of Applications	Total number of borrowers who have applied for assistance from the specific program that have not been decisioned and are pending review divided by the total number of borrowers who have applied for the specific program.
<i>Total</i>	
Total Number of Borrowers Applied	Total number of borrowers who have applied for the specific program (approved, denied, withdrawn and QTD in process).
Number of Borrowers Participating in Other HFA HHF Programs or Program Components	Number of households participating in other HFA sponsored HHF programs or other HHF program components (e.g. funded borrowers only).

#### Program Characteristics

#### General Characteristics

Median 1st Lien Housing Payment Before Assistance	Median first lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their first lien before receiving assistance.
Median 1st Lien Housing Payment After Assistance	Median first lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual first lien payment less HFA contribution.
Median 2nd Lien Housing Payment Before Assistance	Median second lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their second lien before receiving assistance.
Median 2nd Lien Housing Payment After Assistance	Median second lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual second lien payment less HFA contribution.
Median 1st Lien UPB Before Program Entry	Median principal balance of all applicants approved for assistance prior to receiving assistance.
Median 1st Lien UPB After Program Entry	Median principal balance of all applicants approved for assistance after receiving assistance.
Median 2nd Lien UPB Before Program Entry	Median second lien principal balance of all applicants approved for assistance prior to receiving assistance.
Median 2nd Lien UPB After Program Entry	Median second lien principal balance of all applicants approved for assistance after receiving assistance.
Median Principal Forgiveness	Median amount of principal forgiveness granted (\$). This should only include extinguished fees in the event that those fees have been capitalized. *Includes second lien extinguishment
Median Length of Time Borrower Receives Assistance	Median length of time a borrower receives on-going assistance (e.g., unemployment programs). Please report in months (round up to closest integer). This only need be reported in the cumulative column.
Median Assistance Amount	Median amount of assistance (\$).
<b>Assistance Characteristics</b>	
Assistance Provided	assistance).
Total Lender/Servicer Assistance Amount	Total amount of aggregate assistance provided by the lenders / servicers (does not include HFA assistance). Lender waiving fees and / or forbearance does not count towards lender / servicer assistance.
Borrowers Receiving Lender/Servicer Match (%)	Percent of borrowers receiving lender/servicer match out of the total number of assisted applicants.
Median Lender/Servicer Assistance per Borrower	Median lender/servicer matching amount (for borrowers receiving matching)
<b>Other Characteristics</b>	
Median Length of Time from Initial Request to Assistance Granted	Median length of time from initial contact with borrower (general eligibility determination) to granted assistance. Please report in days (round up to closest integer).
<i>Current</i>	
Number	Number of households current at the time assistance is received.
%	Percent of current households divided by the total number of approved applicants.
<i>Delinquent (30+)</i>	
Number	Number of households 30+ days delinquent but less than 60 days delinquent at the time assistance is received.
%	Percent of 30+ days delinquent but less than 60 days delinquent households divided by the total number of approved applicants.
<i>Delinquent (60+)</i>	
Number	Number of households 60+ days delinquent but less than 90 days delinquent at the time assistance is received.
%	number of approved applicants.
<i>Delinquent (90+)</i>	
Number	Number of households 90+ Days delinquent at the time assistance is received.
%	Percent of 90+ days delinquent households divided by the total number of approved applicants.
<b>Program Outcomes</b>	
Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcome)	Number of households who are not longer in the HFA program and reach an alternative outcome or program completion/transition.
<b>Alternative Outcomes</b>	
<i>Foreclosure Sale</i>	
Number	Number of households transitioned out of the HHF program into a foreclosure sale as an alternative outcome of the program.
%	Percent of transitioned households that resulted in foreclosure.
<i>Cancelled</i>	
Number	Number of borrowers who were <b>approved and funded</b> , then were disqualified or voluntarily withdrew from the program without re-employment or other intended transition.
%	Percent of transitioned households that were cancelled from the program.
<i>Deed in Lieu</i>	
Number	Number of households transitioned out of the HHF program into a deed in lieu as an alternative outcome of the program.
%	Percent of transitioned households that resulted in deed in lieu.
<i>Short Sale</i>	
Number	Number of households transitioned out of the HHF program into a short sale as an alternative outcome of the program.
%	Percent of transitioned households that resulted in short sale.
<b>Program Completion/ Transition</b>	
<i>Loan Modification Program</i>	
Number	Number of households that transitioned into a loan modification program (such as the Making Home Affordable Program)
%	Percent of transitioned households entering a loan modification program.
<i>Re-employed/ Regain Appropriate Employment Level</i>	
Number	Number of households transitioned out of the program due to regaining employment and/or appropriate levels of employment.
%	Percent of transitioned households that resulted in re-employment or regained employment levels.
<i>Reinstatement/Current/Payoff</i>	
Number	Number of households transitioned out of the program due to reinstating/bringing loan current or paying off their mortgage loan.
%	Percent of transitioned households that resulted in reinstatement/current or payoff.
<i>Short Sale</i>	
Number	Number of households transitioned out of the HHF program into a short sale as the desired outcome of the program.

	%	Percent of transitioned households that resulted in short sale.
<b>Deed in Lieu</b>		
	Number	Number of households transitioned out of the HHF program into a deed in lieu as the desired outcome of the program.
	%	Percent of transitioned households that resulted in a deed in lieu
<b>Other - Borrower Still Owns Home</b>		
	Number	Number of households transitioned out of the HHF program not falling into one of the transition categories above, but still maintaining ownership of the home.
	%	Percent of transitioned households in this category
<b>Homeownership Retention<sup>1</sup></b>		
	Six Months	Number of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance. (Note: borrowers counted in the 12-mo mark are to be rolled into the 6-mo category; the two intervals are not mutually exclusive)
	%	Percent of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance divided by the total number of households assisted by the program 6 months prior to reporting period.
	Twelve Months	Number of households assisted by the program in which borrower retains ownership 12 months post receipt of initial assistance. (Note: borrowers counted in the 24-mo mark are to be rolled into the 12-mo category; the two intervals are not mutually exclusive)
	%	Percent of households assisted by the program in which the borrower retains ownership 12 months post receipt of initial assistance divided by the total number of households assisted by the program 12 months prior to reporting period.
	Twenty-four Months	Number of households assisted by the program in which borrower retains ownership 24 months post receipt of initial assistance.
	%	Percent of households assisted by the program in which the borrower retains ownership 24 months post receipt of initial assistance divided by the total number of households assisted by the program 24 months prior to reporting period.
	Unreachable	Number of homes assisted by the program that are unable to be verified by any means.
	%	Percent of homes assisted by the Program that are unable to be verified by any means.
1. Borrower still owns home		
* Information should reflect quarterly activity (e.g., borrowers assisted during the reporting quarter)		