

# CHFA's Foreclosure Prevention Programs

Presented to the  
Loss Mitigation Task Force  
December 14, 2011



# CHFA's Foreclosure Prevention Programs

## Presentation



**CHFA**  
*the key to affordable housing*



# **Loss Mitigation Task Force**

## **CHFA Presentation**

December 14, 2011

2:00 pm



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*the key to affordable housing*



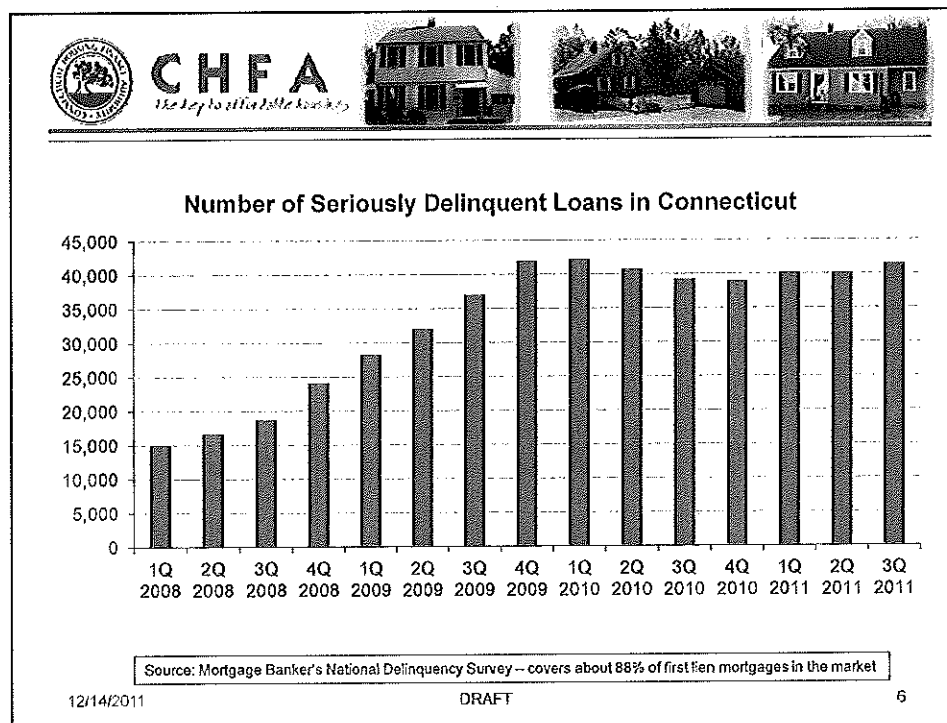
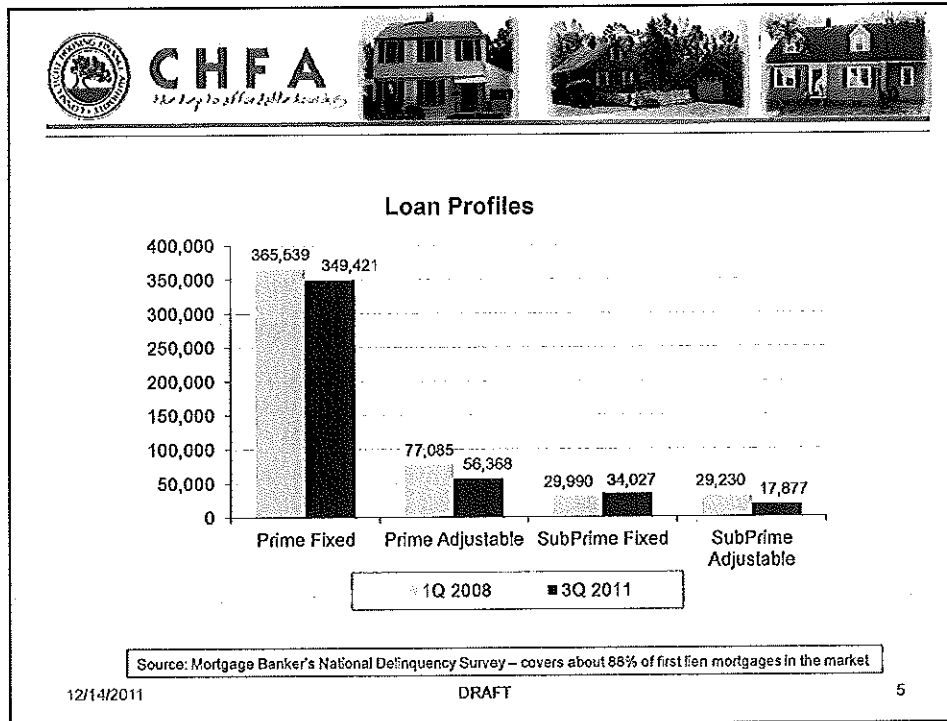
## **CHFA's Foreclosure Prevention Programs:**

**CT FAMILIES**

**EMAP**

**Counseling**

**Judicial Mitigation**





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## CHFA Program Information

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## CT FAMILIES

- Response to subprime crisis
- Refinancing option
- Pre-Ullman bonds
- 1<sup>st</sup> mortgage & 2<sup>nd</sup> mortgage options

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**CHFA**  
The Affordable Housing Authority



Borrowers apply through 6 participating lenders:

- First Niagara Bank
- Freedom Mortgage
- Liberty Bank
- McCue Mortgage
- People's United Bank
- Webster Bank

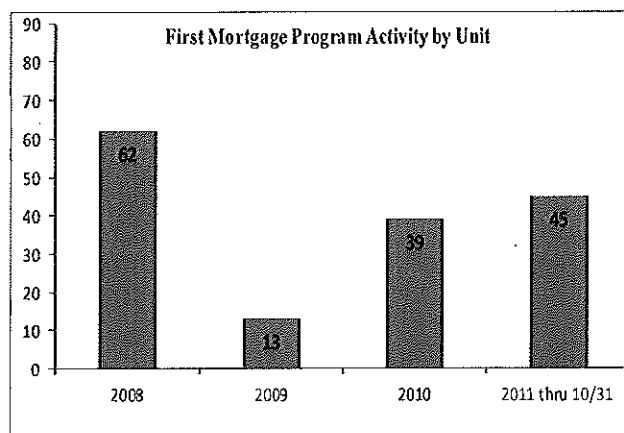
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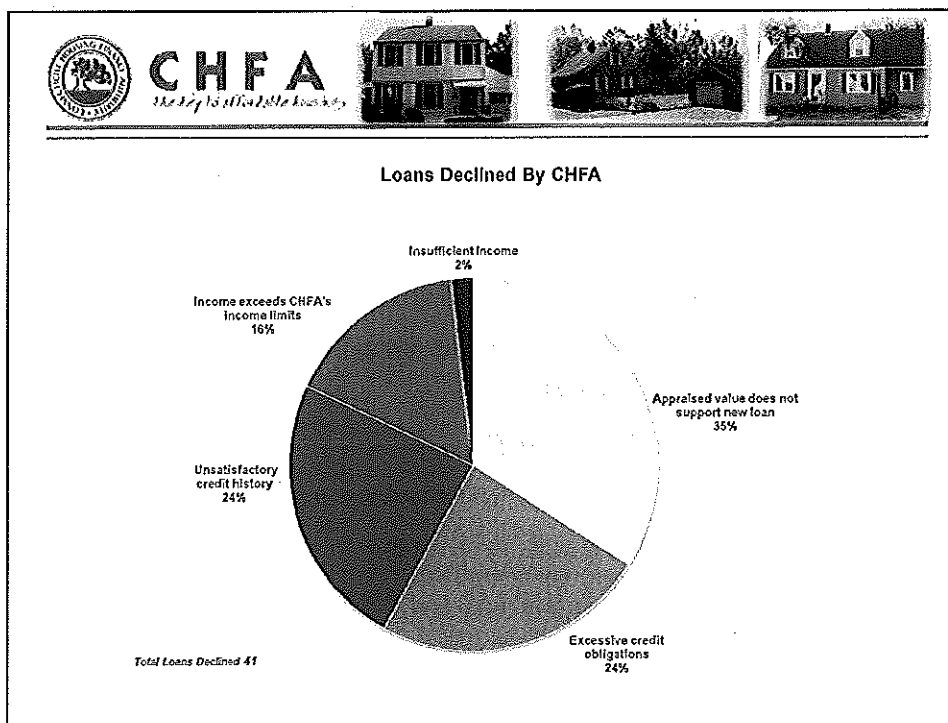
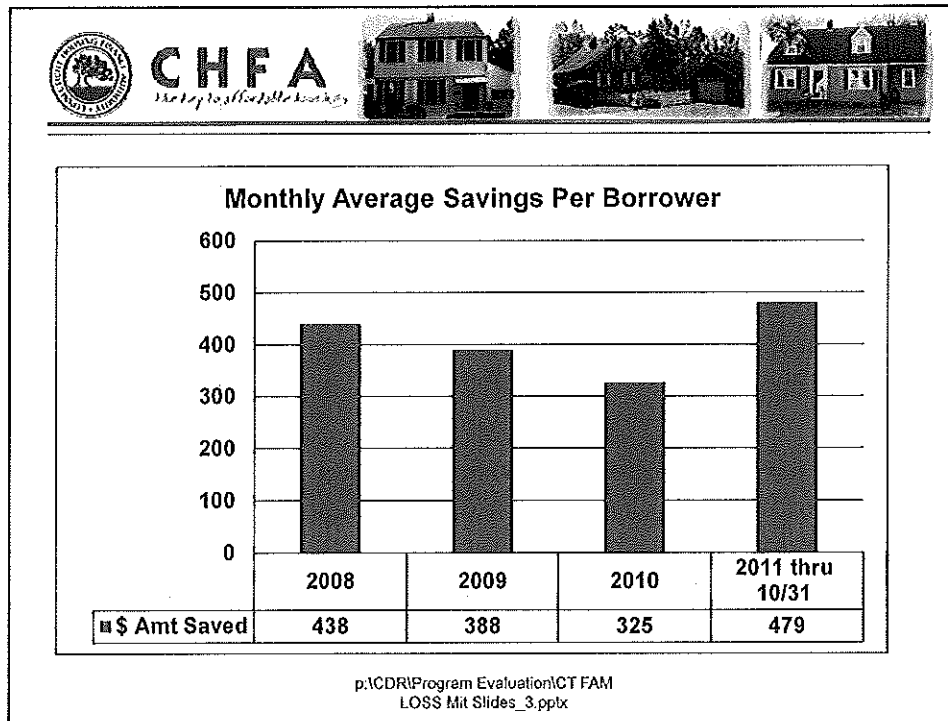
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**CHFA**  
The Affordable Housing Authority






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# CHFA


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## EMAP Program Eligibility (statutory)




- Non-FHA only
- 25% income reduction
- Good credit history
- Work w/lender & counselor
- Reasonable expectation of repayment
- Credit history to 2-yr look back (from 5)
- Increase to 5 yrs of assistance (from 3)
- Include refinance as consideration for “able to pay”
- Allow arrears up to 4+ per year
- Change 25% threshold

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## Statutory EMAP changes 2009

- Redefine hardship – income & expense
- Allow anticipation of hardship
- Allow reapplication if referred by foreclosure mediation

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## Review of 181 EMAP assistance changes:

- 87 reduced assistance
- 20 off assistance
- 71 increased assistance
- 3 no change

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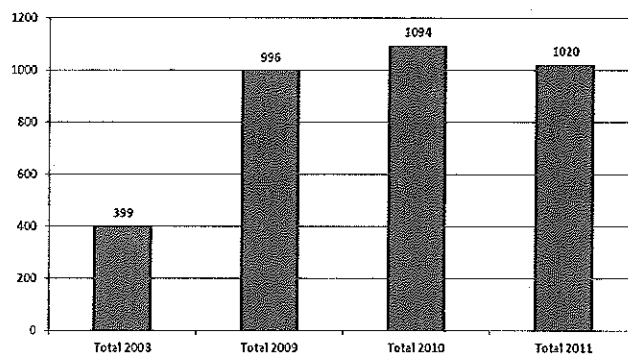
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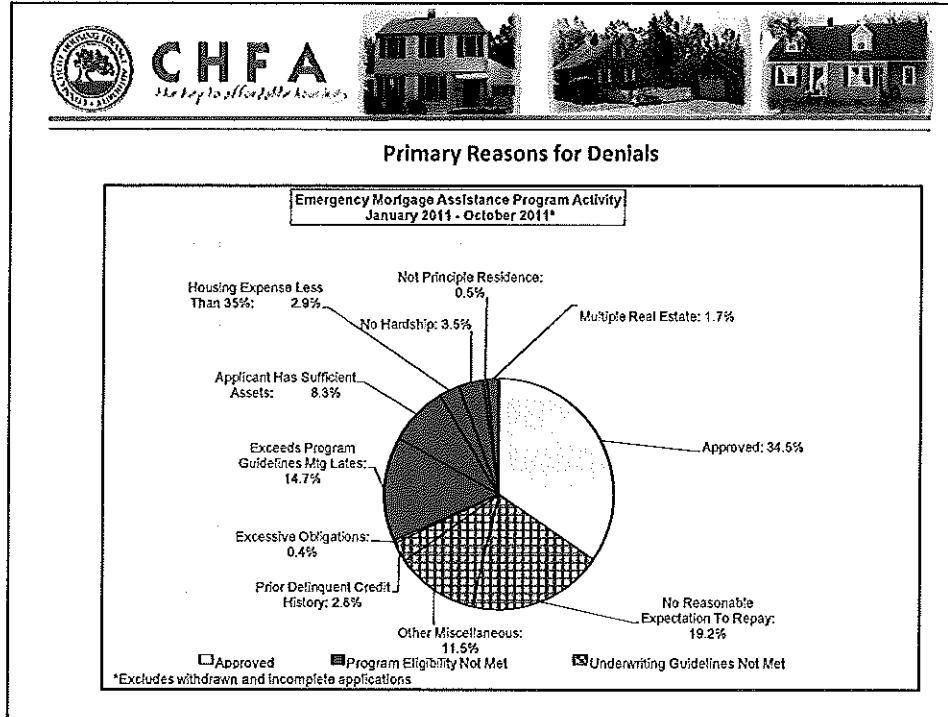


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EMAP APPLICATIONS RECEIVED  
As of 10/31/11





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### Foreclosure Prevention Counseling

- CHFA approved counseling agency – either delinquent or anticipate hardship
- Counseling agencies supporting with \$850,000 funding from CHFA and grants from HUD, NFMC
- Funding streams are uncertain

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## **Success of CT Judicial Mediation Program**

- 80% settlement rate
- 65% of borrowers stay in home
- 15% moving from home

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## **Estimated Demand Future Programs**

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## **EMAP Recommendations**

- Existing resources expended in 2012
- Allow CHFA to work with FHA in order to provide EMAP assistance to certain borrowers
- If state continues program through 2014
  - CHFA estimates \$60 million in Bonding Authority w/ \$4.6 million in debt service annually
- CHFA to market program with counseling agencies

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***EMERGENCY MORTGAGE ASSISTANCE PROGRAM***  
***(EMAP)***

## Emergency Mortgage Assistance Program (EMAP)

**1. For each of the years 2008, 2009, 2010 and 2011, please state:**

**\*Through 10/31/11**

- Number of EMAP applicants
- Number of EMAP loans approved
- Number of closed EMAP loans
- Number of denied EMAP applications
- Number of withdrawn EMAP applications
- Breakdown of denial reasons (please reference specific statutory ineligibility reasons where applicable, and under Conn. Gen. Stat. § 8-265 ff (e))
- Average EMAP loan amount
- Number of defaults on repayment
- Demographic Trends (including geographical) over time
- Average EMAP Loan Interest Rate

2008	2009	2010	2011*
399	996	1,094	1,020
9	147	162	259
1	74	132	164
334	699	745	491
7	11	27	24
<i>Reference Exhibit A1 and A2</i>			
25,847	74,430	68,690	67,099
<i>Reference Exhibit B</i>			
5.875%	5.052%	4.402%	3.998%

**2. Are there any application costs incurred by applicants for EMAP? If so, please explain:**

There are no costs incurred with submitting an application. Approved and closed applicants incur a \$73.00 fee associated with recording the EMAP mortgage.

**3. In order to qualify for EMAP, are applicants required to spend down or liquidate retirement plans and other investments? Yes**

*If so, please explain the reasoning and cite any applicable terms, statutes or CHFA policies that require this:*

Statutory definition of hardship:

- "Financial hardship due to circumstances beyond the mortgagor's control means a significant reduction of aggregate family household income which reasonably cannot be or could not have been alleviated by the liquidation of assets by the mortgagor . . ."
- The following are included as assets: (1) The sum of the household's savings and checking accounts, market value of stocks, bonds and other securities, other capital investments, pensions and retirement funds, personal property and equity in real property including the subject mortgaged property."

*Please list the types of investments that require liquidation under these circumstances (401K retirement plans, educational accounts, stocks etc.)*

- Savings, checking, stocks, bonds (and all other securities) other capital investments, pensions and retirement funds.

**4. Please explain how it is determined that a mortgagor will or will not be able to repay the Emergency Mortgage Assistance Program within a reasonable amount of time pursuant to 8-265ff (e)(8).**

The loan applicant's ability for future repayment is reviewed as required by Connecticut statute, as stated below, and is consistent with EMAP underwriting guidelines that determines there is a reasonable expectation the homeowner will be able to resume paying their current lender and repay the EMAP loan.

- CHFA reviews copies of the homeowners' tax returns evidencing the homeowners' earning capacity prior to the occurrence of the hardship.

- CHFA calculates a traditional housing expense ratio (Principal, Interest, Taxes and Insurance plus Homeowner Association Dues (if applicable) divided by monthly income) using the highest annual earnings demonstrated by the applicants. If the resulting housing expense ratio is 35% or less, CHFA can conclude that the homeowner will be able to generate equal income in the future and reinstate their mortgage payments. The determination can then be made that the homeowner will be able to repay the EMAP mortgage.

The homeowners' hardships are also taken into consideration. In the event a homeowner has suffered a hardship which impacts their earning capacity, the underwriter may calculate an income level necessary for the homeowner to get off of mortgage assistance and compare that result to the likely level of earnings the borrower is expected to reach in the future. Connecticut statute – "There is a reasonable prospect that the mortgagor will be able to resume full mortgage payments on the original, modified or refinanced mortgage within sixty months after the beginning of the period in which emergency mortgage assistance payments are provided in accordance with a written plan formulated or approved by the Authority and pay the mortgage in full in level monthly payments of principal and interest, subject only to payment changes as provided in the mortgage, by its maturity date."

**5. What is the maximum monthly assistance and maximum loan amount under EMAP?**

Maximum monthly assistance: 28% of 140% of annual area median income divided by 12 (reference Exhibit C).

Maximum loan amount: *None*

**6. Have these limits constrained the mission of EMAP or CHFA?**

A small percent of homeowners with significantly large mortgage payments have been unable to utilize EMAP as the maximum amount of assistance is insufficient to reduce the homeowner's housing expense to a manageable portion of their aggregate household income.

**7. With respect to impact of mortgage repayment history in determining eligibility for EMAP, please explain:**

- a. Any correlation or rationale that supports the CHFA cut-off of three 30-day delinquencies?
  - Legislation specifies that, except for the current delinquency, CHFA finds that the mortgagor has a favorable residential mortgage credit history for the previous 2-years or period of ownership, whichever is less. For the purposes of this subdivision, if a mortgagor has been more than thirty-days in arrears four or more times on a residential mortgage within the previous year, the mortgagor shall be ineligible for emergency mortgage assistance payments unless the mortgagor can demonstrate that the prior delinquency was the result of a financial hardship due to circumstances beyond the mortgagor's control.
- b. Could payment history of mortgagor be expanded to other mortgagor accounts?
  - The mortgagor's overall credit history is considered to be indicative of reasonable expectation of repayment is currently reviewed as part of the underwriting process.
- c. Is this standard too rigid/would greater flexibility be helpful?
  - The standard accepting 3, 30-day late mortgage payments in the 12 months prior to the hardship is not considered too rigid and deemed liberally acceptable.
- d. Is type of loan a factor in this regard, i.e. subprime, negative amortization?
  - No

**8. What do you see as the biggest impediments to serving more people in need under EMAP? Please be specific about statutory constraints?**

The statutory restriction that does not allow FHA insured mortgages be assisted under the program.

**9. What efforts are currently being made to publicize EMAP?**

- Statutorily, lenders must notify homeowners of the availability of the Emergency Mortgage Assistance Program in writing. Therefore, all homeowners at risk of foreclosure receive notification of the availability of EMAP and CHFA's Call Center number. Additionally, the homeowner is made aware of EMAP through the judicial mediation process.
- Since July 2008, CHFA has sponsored and/or participated in 59 housing fairs hosted throughout the state. Each housing fair allowed homeowners at risk of default to meet with mortgage lenders, counseling agencies, and support service personnel (food stamps, utility assistance). Seminars on EMAP and CT FAM were conducted throughout the event. Events were primarily hosted on Friday evenings and on Saturdays.

**10. What efforts could be made to better publicize EMAP?**

Additional outreach to counseling agencies and servicers could provide additional applicants. While the substantial marketing campaign for the Federal Emergency Homeowners Loan Program generated a huge amount of interest and response, a modest outreach campaign through traditional media channels could be considered if awareness of the program tapers off in 2012.

**11. What efforts could be made to streamline or improve the application process?**

Starting in January 2012, CHFA will require all EMAP applicants to work with a CHFA HUD approved counseling agency to complete the EMAP application. We believe this requirement will improve the number of applications submitted with the necessary documents needed to underwrite and decision the file.

**12. Please state how the following terms are defined by CHFA**

**a. Aggregate Family Income:**

- As defined by the legislation: . . . "the total income of persons residing in the same household as the mortgagor and any other resident of the household declared by the mortgagor as a dependent for federal tax purposes, from whatever source derived, including, but not limited to, pensions, annuities, retirement benefits and Social Security benefits, provided the Authority may exclude from income reasonable allowances for dependents, medical expenses, all or any part of the earnings of gainfully employed minors or family other than the chief wage earner, income not regularly received and such other expenses as the Authority may allow."

**b. Financial Hardship:**

- A financial hardship includes, but is not limited to, a reduction of income or an increase in expenses because of a temporary financial hardship beyond the mortgagors' control.

**13. How much financing is required to continue this program through the next state budget cycle?**

To do approximately 200 loans to EMAP borrowers, approximately \$15 million would need to be made available.

**14. Why are mortgagors with FHA loans ineligible for EMAP?**

Loans insured by FHA are eligible for loss mitigation tools offered by FHA. This use of the existing FHA Loss Mitigation provisions was felt to be sufficient to assist homeowners at risk. However, limitations for the use of HUD's partial claim to 12-months over the life of the loan have proven not to be sufficient to assist homeowners who have had multiple hardships.



### **ELIGIBLE FINANCIAL HARDSHIP:**

“Financial hardship due to circumstances beyond the mortgagor’s control” means

A) A significant reduction of aggregate family household income resulting from:

- 1) Unemployment or underemployment of the mortgagor;
- 2) A reduction of work hours;
- 3) A loss, reduction or delay in receipt of such federal, state or municipal benefits as Social Security, supplemental security income, public assistance and government pensions;
- 4) A loss, reduction or delay in receipt of such private benefits as pension, annuity or retirement benefits;
- 5) Divorce or loss of support payments;
- 6) Disability, illness or death of a co-mortgagor;
- 7) Uninsured damage to the mortgage property which affects livability and necessitates costly repairs; or
- 8) Expenses related to the disability, illness or death of a member mortgagor’s family.

B) A significant increase in the dollar amount of the periodic payments required by the mortgage – such as a significant increase in the interest rate and payment on the mortgagor’s adjustable rate mortgage.

### **INCOME REQUIREMENTS:**

N/A

### **CREDIT & ELIGIBILITY GUIDELINES:**

- Except for the current delinquency, the borrower has a favorable mortgage credit history (no more than 3, 30 day late payments) for the previous 2 years or period of ownership (whichever is less) unless the mortgagor can demonstrate that the prior delinquency was the result of financial hardship due to circumstances beyond the mortgagor’s control.
- The borrower/mortgagor is not in default under any of the other terms of the mortgage except for the current delinquency.

### **ELIGIBLE PROPERTIES:**

Single Family Condominiums and PUD’s  
Single Family Detached Properties  
2-4 Family Detached Properties

**NOTE:** No business or commercial use of the property is allowed.

### **MONTHLY ASSISTANCE PAYMENTS:**

Homeowners may receive emergency mortgage assistance payments for up to 60 months, either consecutively or non-consecutively. CHFA will perform a financial review at least annually of all EMAP borrowers. In the event it is determined that the homeowner does not qualify for continued monthly assistance, assistance is suspended. Assistance may be reinstated at any time in the future as a result of financial need after CHFA’s review of the borrower’s financial status. The borrower is eligible to receive 60 payments of assistance during their lifetime.

During the period of assistance, an approved homeowner will make monthly payments to CHFA in lieu of their lender. The payment made by the borrower will be in an amount which will cause the borrower's monthly housing expense to be 35% of their monthly aggregate household income. CHFA will remit the approved monthly emergency mortgage assistance payment together with the amount required to be paid by the homeowner to each mortgagee secured by the borrower's primary residence.

The maximum monthly payment made by CHFA on behalf of the homeowner may not exceed 28% of 140% of the annual area median income divided by 12, as published by the U.S. Dept. of HUD.

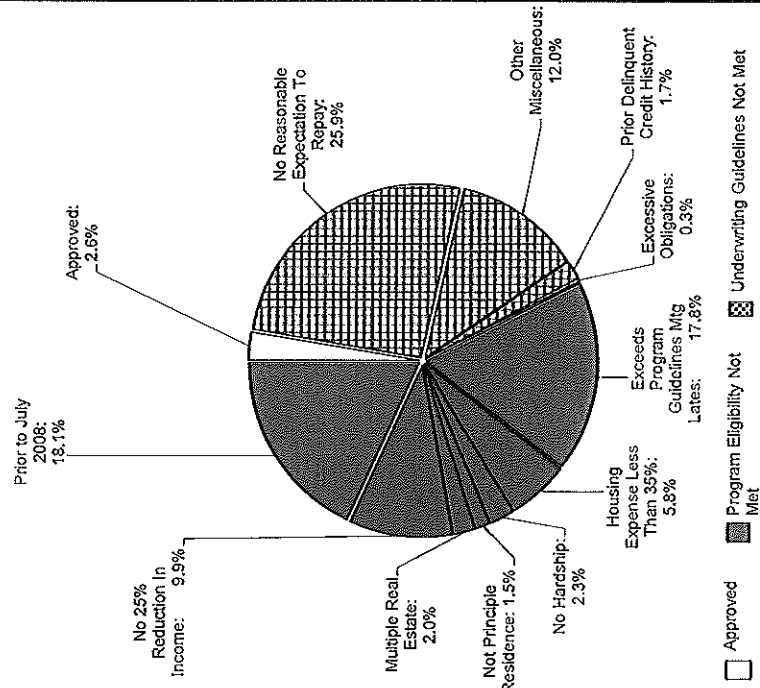
**MAXIMUM MONTHLY MORTGAGE ASSISTANCE FOR EMAP**

<b>County</b>	<b>Town</b>	<b>Max Monthly EMAP Payment</b>	<b>County</b>	<b>Town</b>	<b>Max Monthly EMAP Payment</b>
Fairfield	Bethel	\$3514.93	Middlesex	Clinton	\$3162.13
	Bridgeport	\$2828.93		Deep River	\$3162.13
	Brookfield	\$3514.93		Essex	\$3162.13
	Danbury	\$3514.93		Old Saybrook	\$3162.13
	Darien	\$4106.20		Westbrook	\$3162.13
	Easton	\$2828.93		Killingworth	\$3162.13
	Fairfield	\$2828.93		All Other Towns	\$2766.87
	Greenwich	\$4106.20	New Haven	Ansonia	\$2855.07
	Monroe	\$2828.93		Beacon Falls	\$2855.07
	New Canaan	\$4106.20		Derby	\$2855.07
	New Fairfield	\$3514.93		Milford	\$2855.07
	Newtown	\$3514.93		Oxford	\$2855.07
	Norwalk	\$4106.20		Middlebury	\$2234.40
	Redding	\$3514.93		Naugatuck	\$2234.40
	Ridgefield	\$3514.93		Prospect	\$2234.40
	Shelton	\$2828.93		Seymour	\$2855.07
	Sherman	\$3514.93		Southbury	\$2234.40
	Stamford	\$4106.20		Waterbury	\$2234.40
	Stratford	\$2828.93		Wolcott	\$2234.40
	Trumbull	\$2828.93		All other towns	\$2642.73
	Weston	\$4106.20	New London	Colchester	\$3073.93
	Westport	\$4106.20		Lebanon	\$3073.93
	Wilton	\$4106.20		All Other Towns	\$2652.53
Hartford	All Towns	\$2766.87	Tolland	All Towns	\$2766.87
Litchfield	All Towns	\$2809.33	Windham	All Towns	\$2227.87

Homeowners interested in obtaining additional information and/or applying for CHFA's Emergency Mortgage Assistance Program may contact the CHFA Customer Service Call Center at 860-571-3500 or toll free at 1-877-571-CHFA (2432).

# Exhibit A1

Emergency Mortgage Assistance Program Activity  
July 2008 - December 2008\*

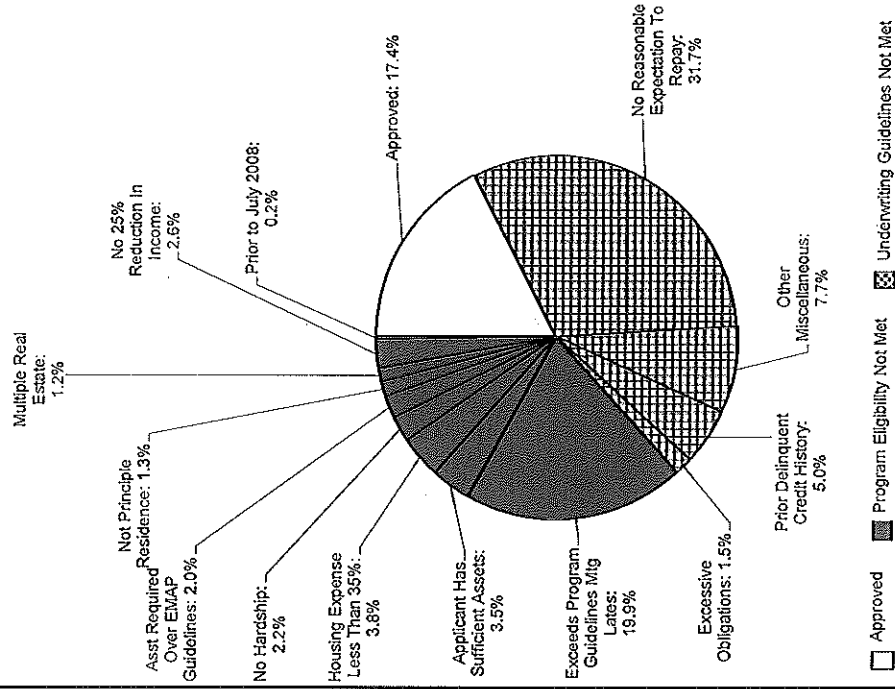


\*Excludes withdrawn and incomplete applications

## Reasons For Miscellaneous Denials:

1. Mortgage insured by FHA - not eligible for EMAP
2. Bankruptcy not discharged
3. Unable to verify occupancy
4. Unable to verify residence
5. Applicant not on mortgage

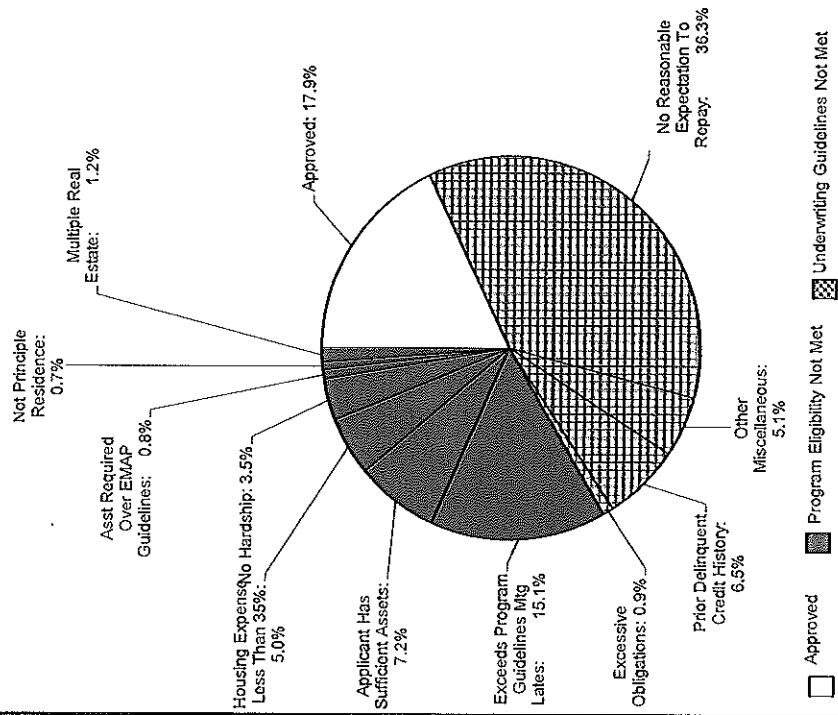
Emergency Mortgage Assistance Program Activity  
January 2009 - December 2009\*



\*Excludes withdrawn and incomplete applications

# Exhibit A2

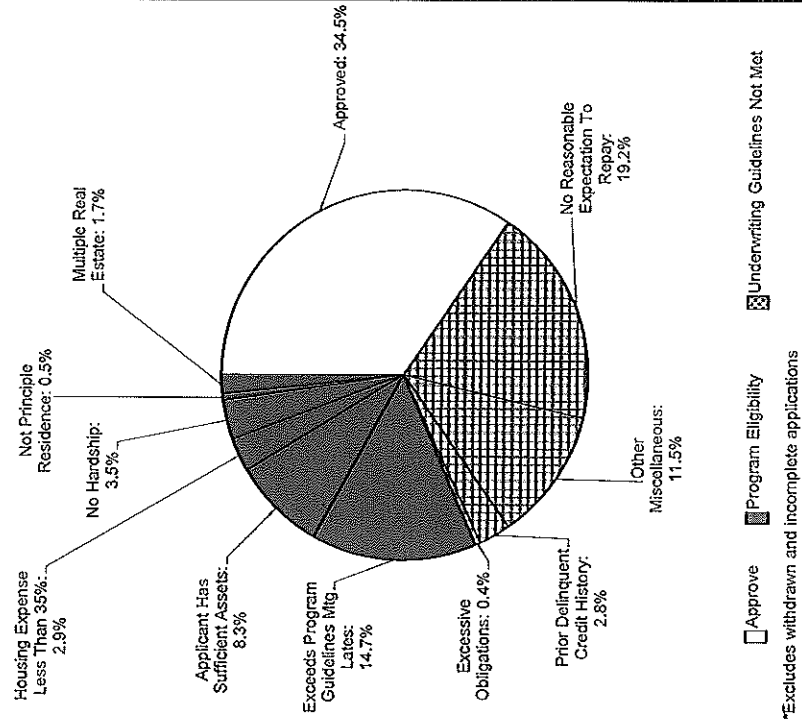
Emergency Mortgage Assistance Program Activity  
January 2010 - December 2010\*



\*Excludes withdrawn and incomplete applications

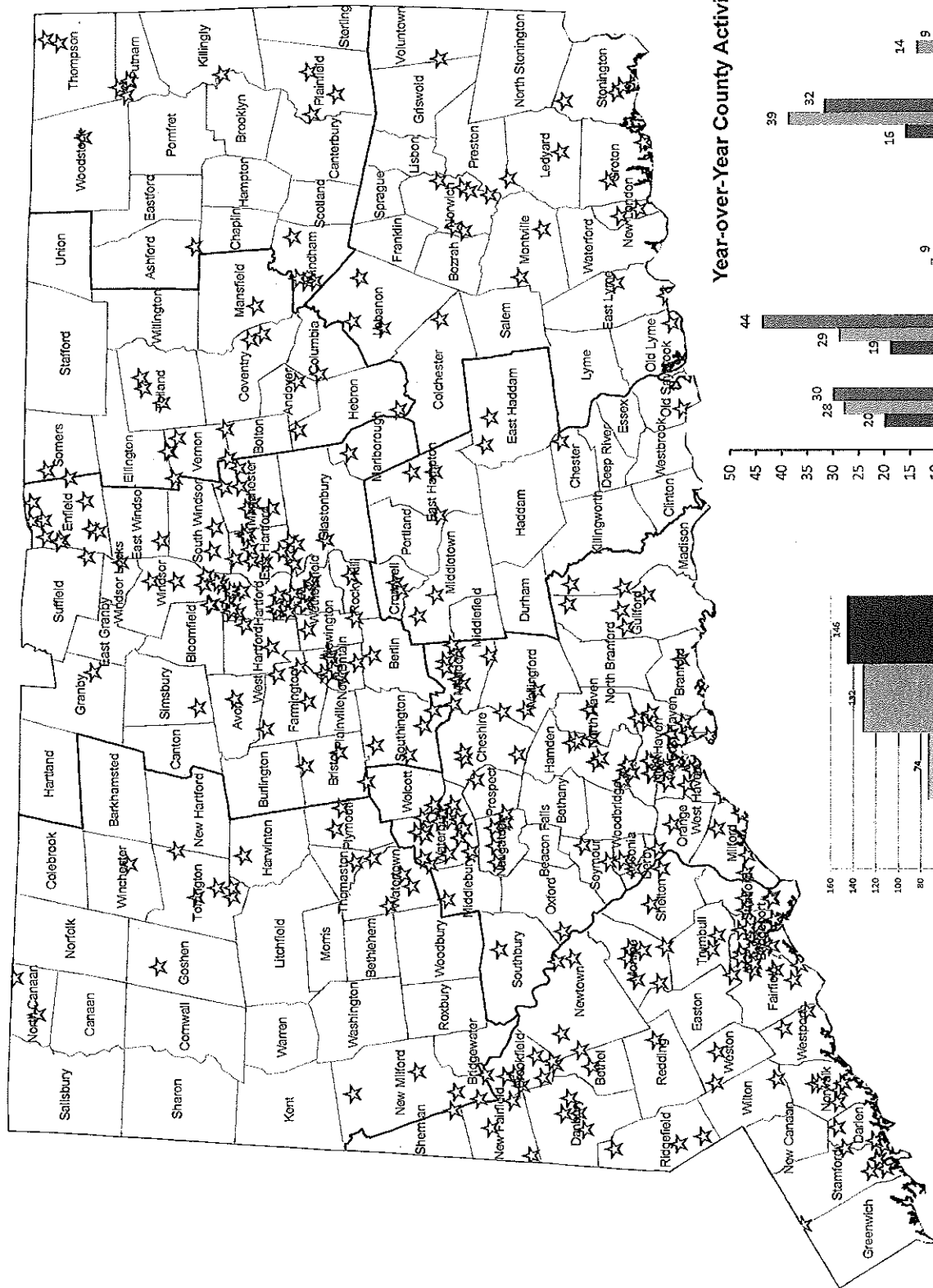
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  2. Bankruptcy not discharged
  3. Unable to verify occupancy
  4. Unable to verify residence
  5. Applicant not on mortgage

Emergency Mortgage Assistance Program Activity  
January 2011 - October 2011\*



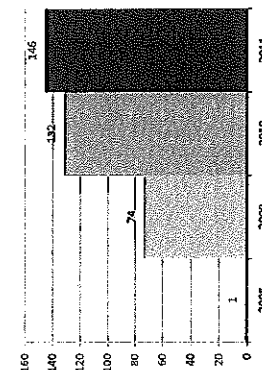
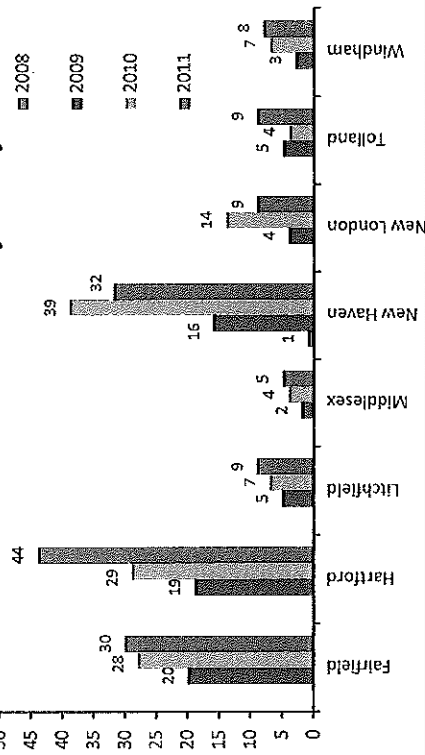
\*Excludes withdrawn and incomplete applications

# Emergency Mortgage Assistance Program (EMAP)



☆ 353 closed loans through 10.31.2011

Year-over-Year County Activity



## MAXIMUM MONTHLY EMAP PAYMENT

HUD Median Income 2010			
Town	County	Median Income	Maximum Monthly EMAP Payment
Bethel	Fairfield	\$107,600.00	\$3,514.93
Bridgeport	Fairfield	\$86,600.00	\$2,828.93
Brookfield	Fairfield	\$107,600.00	\$3,514.93
Danbury	Fairfield	\$107,600.00	\$3,514.93
Darien	Fairfield	\$125,700.00	\$4,106.20
Easton	Fairfield	\$86,600.00	\$2,828.93
Fairfield	Fairfield	\$86,600.00	\$2,828.93
Greenwich	Fairfield	\$125,700.00	\$4,106.20
Monroe	Fairfield	\$86,600.00	\$2,828.93
New Canaan	Fairfield	\$125,700.00	\$4,106.20
New Fairfield	Fairfield	\$107,600.00	\$3,514.93
Newtown	Fairfield	\$107,600.00	\$3,514.93
Norwalk	Fairfield	\$125,700.00	\$4,106.20
Redding	Fairfield	\$107,600.00	\$3,514.93
Ridgefield	Fairfield	\$107,600.00	\$3,514.93
Sandy Hook	Fairfield	\$107,600.00	\$3,514.93
Shelton	Fairfield	\$86,600.00	\$2,828.93
Sherman	Fairfield	\$107,600.00	\$3,514.93
Stamford	Fairfield	\$125,700.00	\$4,106.20
Stratford	Fairfield	\$86,600.00	\$2,828.93
Trumbull	Fairfield	\$86,600.00	\$2,828.93
Weston	Fairfield	\$125,700.00	\$4,106.20
Westport	Fairfield	\$125,700.00	\$4,106.20
Wilton	Fairfield	\$125,700.00	\$4,106.20
Avon	Hartford	\$84,700.00	\$2,766.87
Berlin	Hartford	\$84,700.00	\$2,766.87
Bloomfield	Hartford	\$84,700.00	\$2,766.87
Bristol	Hartford	\$84,700.00	\$2,766.87
Burlington	Hartford	\$84,700.00	\$2,766.87
Canton	Hartford	\$84,700.00	\$2,766.87
East Berlin	Hartford	\$84,700.00	\$2,766.87
East Granby	Hartford	\$84,700.00	\$2,766.87
East Hartford	Hartford	\$84,700.00	\$2,766.87
East Windsor	Hartford	\$84,700.00	\$2,766.87
Enfield	Hartford	\$84,700.00	\$2,766.87
Farmington	Hartford	\$84,700.00	\$2,766.87
Glastonbury	Hartford	\$84,700.00	\$2,766.87
Granby	Hartford	\$84,700.00	\$2,766.87
Hartford	Hartford	\$84,700.00	\$2,766.87
Hartland	Hartford	\$84,700.00	\$2,766.87

# MAXIMUM MONTHLY EMAP PAYMENT

HUD Median Income 2010			
Town	County	Median Income	Maximum Monthly EMAP Payment
Manchester	Hartford	\$84,700.00	\$2,766.87
Marlborough	Hartford	\$84,700.00	\$2,766.87
New Britain	Hartford	\$84,700.00	\$2,766.87
Newington	Hartford	\$84,700.00	\$2,766.87
Plainville	Hartford	\$84,700.00	\$2,766.87
Rocky Hill	Hartford	\$84,700.00	\$2,766.87
Simsbury	Hartford	\$84,700.00	\$2,766.87
South Windsor	Hartford	\$84,700.00	\$2,766.87
Southington	Hartford	\$84,700.00	\$2,766.87
Suffield	Hartford	\$84,700.00	\$2,766.87
West Hartford	Hartford	\$84,700.00	\$2,766.87
West Simsbury	Hartford	\$84,700.00	\$2,766.87
Wethersfield	Hartford	\$84,700.00	\$2,766.87
Windsor	Hartford	\$84,700.00	\$2,766.87
Windsor Locks	Hartford	\$84,700.00	\$2,766.87
Barkhamstead	Litchfield	\$86,000.00	\$2,809.33
Bethlehem	Litchfield	\$86,000.00	\$2,809.33
Bridgewater	Litchfield	\$86,000.00	\$2,809.33
Canaan	Litchfield	\$86,000.00	\$2,809.33
Colebrook	Litchfield	\$86,000.00	\$2,809.33
Cornwall	Litchfield	\$86,000.00	\$2,809.33
Goshen	Litchfield	\$86,000.00	\$2,809.33
Harwinton	Litchfield	\$86,000.00	\$2,809.33
Kent	Litchfield	\$86,000.00	\$2,809.33
Litchfield	Litchfield	\$86,000.00	\$2,809.33
Morris	Litchfield	\$86,000.00	\$2,809.33
New Hartford	Litchfield	\$86,000.00	\$2,809.33
New Milford	Litchfield	\$86,000.00	\$2,809.33
Norfolk	Litchfield	\$86,000.00	\$2,809.33
North Canaan	Litchfield	\$86,000.00	\$2,809.33
Plymouth	Litchfield	\$86,000.00	\$2,809.33
Roxbury	Litchfield	\$86,000.00	\$2,809.33
Salisbury	Litchfield	\$86,000.00	\$2,809.33
Sharon	Litchfield	\$86,000.00	\$2,809.33
Thomaston	Litchfield	\$86,000.00	\$2,809.33
Torrington	Litchfield	\$86,000.00	\$2,809.33
Warren	Litchfield	\$86,000.00	\$2,809.33
Washington	Litchfield	\$86,000.00	\$2,809.33
Watertown	Litchfield	\$86,000.00	\$2,809.33
Winchester	Litchfield	\$86,000.00	\$2,809.33

# MAXIMUM MONTHLY EMAP PAYMENT

HUD Median Income 2010			
Town	County	Median Income	Maximum Monthly EMAP Payment
Woodbury	Litchfield	\$86,000.00	\$2,809.33
Chester	Middlesex	\$84,700.00	\$2,766.87
Clinton	Middlesex	\$96,800.00	\$3,162.13
Cromwell	Middlesex	\$84,700.00	\$2,766.87
Deep River	Middlesex	\$96,800.00	\$3,162.13
Durham	Middlesex	\$84,700.00	\$2,766.87
East Haddam	Middlesex	\$84,700.00	\$2,766.87
East Hampton	Middlesex	\$84,700.00	\$2,766.87
Essex	Middlesex	\$96,800.00	\$3,162.13
Haddam	Middlesex	\$84,700.00	\$2,766.87
Killingworth	Middlesex	\$96,800.00	\$3,162.13
Middlefield	Middlesex	\$84,700.00	\$2,766.87
Middletown	Middlesex	\$84,700.00	\$2,766.87
Old Saybrook	Middlesex	\$96,800.00	\$3,162.13
Portland	Middlesex	\$84,700.00	\$2,766.87
Westbrook	Middlesex	\$96,800.00	\$3,162.13
Ansonia	New Haven	\$87,400.00	\$2,855.07
Beacon Falls	New Haven	\$87,400.00	\$2,855.07
Bethany	New Haven	\$80,900.00	\$2,642.73
Branford	New Haven	\$80,900.00	\$2,642.73
Cheshire	New Haven	\$80,900.00	\$2,642.73
Derby	New Haven	\$87,400.00	\$2,855.07
East Haven	New Haven	\$80,900.00	\$2,642.73
Guilford	New Haven	\$80,900.00	\$2,642.73
Hamden	New Haven	\$80,900.00	\$2,642.73
Madison	New Haven	\$80,900.00	\$2,642.73
Meriden	New Haven	\$80,900.00	\$2,642.73
Middlebury	New Haven	\$68,400.00	\$2,234.40
Milford	New Haven	\$87,400.00	\$2,855.07
Naugatuck	New Haven	\$68,400.00	\$2,234.40
New Haven	New Haven	\$80,900.00	\$2,642.73
North Branford	New Haven	\$80,900.00	\$2,642.73
North Haven	New Haven	\$80,900.00	\$2,642.73
Orange	New Haven	\$80,900.00	\$2,642.73
Oxford	New Haven	\$87,400.00	\$2,855.07
Prospect	New Haven	\$68,400.00	\$2,234.40
Seymour	New Haven	\$87,400.00	\$2,855.07
Southbury	New Haven	\$68,400.00	\$2,234.40
Wallingford	New Haven	\$80,900.00	\$2,642.73
Waterbury	New Haven	\$68,400.00	\$2,234.40



# MAXIMUM MONTHLY EMAP PAYMENT

HUD Median Income 2010			
Town	County	Median Income	Maximum Monthly EMAP Payment
West Haven	New Haven	\$80,900.00	\$2,642.73
Wolcott	New Haven	\$68,400.00	\$2,234.40
Woodbridge	New Haven	\$80,900.00	\$2,642.73
Bozrah	New London	\$81,200.00	\$2,652.53
Colchester	New London	\$94,100.00	\$3,073.93
East Lyme	New London	\$81,200.00	\$2,652.53
Franklin	New London	\$81,200.00	\$2,652.53
Griswold	New London	\$81,200.00	\$2,652.53
Groton	New London	\$81,200.00	\$2,652.53
Lebanon	New London	\$94,100.00	\$3,073.93
Ledyard	New London	\$81,200.00	\$2,652.53
Lisbon	New London	\$81,200.00	\$2,652.53
Lyme	New London	\$81,200.00	\$2,652.53
Mashantucket	New London	\$81,200.00	\$2,652.53
Montville	New London	\$81,200.00	\$2,652.53
New London	New London	\$81,200.00	\$2,652.53
Niantic	New London	\$81,200.00	\$2,652.53
North Stonington	New London	\$81,200.00	\$2,652.53
Norwich	New London	\$81,200.00	\$2,652.53
Oakdale	New London	\$81,200.00	\$2,652.53
Old Lyme	New London	\$81,200.00	\$2,652.53
Preston	New London	\$81,200.00	\$2,652.53
Salem	New London	\$81,200.00	\$2,652.53
Sprague	New London	\$81,200.00	\$2,652.53
Stonington	New London	\$81,200.00	\$2,652.53
Uncasville	New London	\$81,200.00	\$2,652.53
Voluntown	New London	\$81,200.00	\$2,652.53
Waterford	New London	\$81,200.00	\$2,652.53
Andover	Tolland	\$84,700.00	\$2,766.87
Amston	Tolland	\$84,700.00	\$2,766.87
Bolton	Tolland	\$84,700.00	\$2,766.87
Columbia	Tolland	\$84,700.00	\$2,766.87
Coventry	Tolland	\$84,700.00	\$2,766.87
Ellington	Tolland	\$84,700.00	\$2,766.87
Hebron	Tolland	\$84,700.00	\$2,766.87
Mansfield	Tolland	\$84,700.00	\$2,766.87
Somers	Tolland	\$84,700.00	\$2,766.87
Stafford	Tolland	\$84,700.00	\$2,766.87
Stafford Springs	Tolland	\$84,700.00	\$2,766.87
Tolland	Tolland	\$84,700.00	\$2,766.87

# MAXIMUM MONTHLY EMAP PAYMENT

HUD Median Income 2010			
Town	County	Median Income	Maximum Monthly EMAP Payment
Union	Tolland	\$84,700.00	\$2,766.87
Vernon	Tolland	\$84,700.00	\$2,766.87
Willington	Tolland	\$84,700.00	\$2,766.87
Ashford	Windham	\$68,200.00	\$2,227.87
Brooklyn	Windham	\$68,200.00	\$2,227.87
Canterbury	Windham	\$68,200.00	\$2,227.87
Chaplin	Windham	\$68,200.00	\$2,227.87
Danielson	Windham	\$68,200.00	\$2,227.87
Eastford	Windham	\$68,200.00	\$2,227.87
Hampton	Windham	\$68,200.00	\$2,227.87
Killingly	Windham	\$68,200.00	\$2,227.87
Plainfield	Windham	\$68,200.00	\$2,227.87
Pomfret	Windham	\$68,200.00	\$2,227.87
Putnam	Windham	\$68,200.00	\$2,227.87
Scotland	Windham	\$68,200.00	\$2,227.87
Sterling	Windham	\$68,200.00	\$2,227.87
Thompson	Windham	\$68,200.00	\$2,227.87
Willimantic	Windham	\$68,200.00	\$2,227.87
Windham	Windham	\$68,200.00	\$2,227.87
Woodstock	Windham	\$68,200.00	\$2,227.87

***CONNECTICUT FAIR ALTERNATIVE MORTGAGE  
LENDING INITIATIVE AND EDUCATION PROGRAM  
(CT FAMLIES)***

**1. For each of the years 2008, 2009, 2010 and 2011, please state:**

**\*Through 10/31/11**

	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Number of CT FAMLIES applications	291	52	156	165
Number of CT FAMLIES loans approved	62	13	39	45
Number of CT FAMLIES with 1 <sup>st</sup> and 2 <sup>nd</sup> Mortgages	11	5	14	11
Number of denied CT FAMLIES applications	32	0	0	13
Number of Withdrawn CT FAMLIES applications	11	1	3	19
Breakdown of denial reasons				
Average CT FAMLIES loan amount	206,488	209,089	190,763	186,784
Number of defaults on repayment				
Demographic Trends (including geographical) over time	<i>Reference Exhibit A thru Exhibit I</i>			
Average CT FAMLIES Loan Interest Rate	5.689%	5.442%	4.355%	3.803%
Percentage of approved CT FAMLIES loans that require mortgage insurance				

**2. Is there a percentage of CT FAMLIES applicants that are denied approval or turned away by the approved lenders themselves? If so, are these unsuccessful applicants reflected in CHFA's statistics regarding applicants?**

The percentage of CT FAMLIES applications that are denied approval by the Lenders is not collected. CHFA statistics are only collected on applications for which there are reservations for funding.

**3. Has CT FAMLIES accomplished any short-refinances?**

CHFA Participating Lenders are allowed to negotiate short-refinance payoffs on behalf of the borrower; however, CHFA's loan processing system does not track these loans separately.

**4. Is short-refinance a possible area where CHFA can expand CT FAMLIES?**

The opportunity to increase activity in the CT FAMLIES program with short-refinance transactions is solely dependent on the approved Lenders or borrower's ability to negotiate with the current lien holder.

**5. How many active subprime mortgages are there currently in Connecticut?**

52,000 loans in CT are subprime - 34, 000 are fixed rate loans and 17,900 are Adjustable Rate Mortgages (ARMs)

**6. Has CT FAMLIES refinanced any borrowers that were not in subprime mortgages? If so, how many?**

CT FAMLIES has refinanced borrowers that were in variable rate mortgages that were not subprime; however, due to documented hardships that impacted incomes were unable to maintain mortgage payments at the current interest rate or at the projected reset interest rate going forward. There is not a special designation for collecting data on sub-prime loans in the loan processing system at this time.

**7. What outreach efforts have been made to notify people in subprime loans that CT FAMLIES may be an option for them?**

Since the inception of the program CHFA has hosted 83 foreclosure prevention events reaching over 9,300 attendees.

	2008	2009	2010	2011	Totals
# of Foreclosure Events	13	36	24	10	83
# of Attendees	1,500	2,800	1,100	3,912	9,312

**8. Are there any application costs incurred by the applicants for CT FAMLIES? If so, please explain.**

There is no application fee for CT FAMLIES loan program; however, the program does allow standard closing costs to be paid as part of the loan. These costs include but are not limited to taxes, mortgage insurance premiums, credit report, appraisal fees, recording fees, etc. These costs are typically included in the total refinance loan amount and are not usually an "out-of-pocket" expense to the borrower.

**9. Are points charged on every CT FAMLIES loan?**

Yes the program charges 1.5 point.

**10. Is there a no-point option? If not, why not?**

There is not a zero point option. The point is the fee that is paid to the Lender to cover the cost of their originating loan product. Many lenders indicate that this fee does not cover their costs for processing the loans.

**11. Are points an impediment to potential CT FAMLIES borrowers?**

There is no data to indicate the point is an impediment to the applicant. The point is part of the closing cost included in the total loan amount and is not usually an "out-of-pocket" expense to the borrower.

**12. What are the average closing costs for a CT FAMLIES refinance?**

The average closing cost is approximately \$8,700.00

**13. Why are CT FAMLIES Loans offered at a higher rate than CHFA's regular rate?**

CT FAMLIES loans receive the same rate as the CHFA Regular Homebuyer Program rate which as of December 8, 2011 is 3.375%.

**14. Can CT FAMLIES provide a forty-year amortization? If not, why?**

The CHFA Board approved procedures for the CT FAMLIES loans to be consistent with the Regular Homebuyer Loan Program which requires a 30 year amortization term for all loans.

**15. Could the application process for CT FAMLIES be improved or streamlined.**

Generally, CT FAMLIES is serving the households it was intended to serve. There are some households who do not currently qualify for the program in spite of a loss of income, combined with high mortgage expense. This criterion will be reviewed. Increased marketing effort and expansion of the Participating Lenders for the loan product may also drive applications.

**16. Define the mission of CT FAMLIES.**

The CT FAMLIES program is designed to help homeowners at risk of default or currently delinquent on their fixed rate or adjustable rate mortgage (ARM) loans who cannot be refinanced by a conventional mortgage.

**17. Is CT FAMLIES succeeding in its mission?**

Yes. CT FAMLIES is one segment of a continuum of programs designed to meet the needs of trouble borrowers facing foreclosure. Together with the Judicial Branch, the Counseling Agencies and Lending Institutions, CT FAMLIES is reaching the target population it was designed to serve.

# Connecticut Fair Alternative Mortgage Lending Initiative & Education Services (CT FAMLIES PROGRAM)

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## **PROGRAM OUTLINE**

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**STATUTORY AUTHORIZATION:** Authorized by Public Act 08-176.

### **PURPOSE & OVERVIEW:**

The CT FAMLIES loan program is a mortgage loan refinance program designed to improve the financial situation of Connecticut low-to-moderate income homeowners who are not able to afford their current mortgage payments. As a general rule of eligibility, the homeowner's current mortgage must be ineligible for refinancing under the requirements of other available conventional or government insured fixed rate mortgage products. Homeowners delinquent as a result of an increase in the interest rate and payment or the occurrence of a financial hardship due to circumstances beyond the mortgagor's control are able to refinance into a 30 year fixed rate mortgage promoting economic stability for both the homeowner and the State of Connecticut. This product will be insured by CHFA.

**TARGET GEOGRAPHY:** State of Connecticut

### **INSURED BY:**

The Connecticut Housing Finance Authority's Insurance Fund, Insurance Program for CHFA Home Mortgages as outlined in the January, 1995 Operating Manual. The mortgage to be insured must meet the requirements of the Operating Manual for Home Mortgage Programs.

### **INSURANCE COVERAGE REQUIREMENTS:**

The amount of insurance coverage is based upon the LTV ratio, as follows:

<u>LTV</u>	<u>Required Coverage</u>
95.01 to 97%	Top 35%
90.01 to 95%	Top 30%
80.01 to 90%	Top 25%
75.01 to 80%	Top 20%
70.01 to 75%	Top 12%

### **INSURANCE PREMIUMS AND FEES:**

<u>Coverage</u>	<u>LTV</u>	<u>Up Front Premium*</u>	<u>Annual Renewal*</u>
35%	95.01 to 97.0%	1.50%	.49%
30%	90.01 to 95.0%	1.00%	.45%
25%	80.01 to 90.0%	0.65%	.34%
20%	75.01 to 80.0%	0.50%	.34%
12%	70.01 to 75.0%	0.40%	.25%

The annual renewal premium is collected monthly in the 10 months prior to the renewal term with 2 months paid into escrow at closing.

**TERMS & CONDITIONS:**

Escrow Requirements:	CHFA mortgage insurance, Real Estate Taxes and hazard insurance escrows are mandatory.
Interest Rate:	CHFA Regular Homebuyer Mortgage Program fixed rate.
Term:	30 Years, fully amortizing
Maximum Mortgage Amount:	CHFA's maximum sales price limits apply.
Maximum LTV*:	97% of the appraised value or of the original purchase price if the property was acquired within the last 12 months. No more than \$500 incidental cash back to borrower at closing
Maximum CLTV:	1) For LTV's of 90% or less, no CLTV limitation applies. 2) For LTV's greater than 90% the maximum combined loan to value is limited to 120% 3) 108% when utilizing CT FAMLIES SECOND.

**ELIGIBLE MORTGAGES:**

Any mortgage deed or other instrument which constitutes a first or second consensual lien on one-to-four family owner-occupied residential property securing a loan made primarily for personal, family or household purposes.

The new mortgage can consolidate existing first and second mortgages, when both were acquired for the purchase of the property. A second mortgage obtained subsequent to the original purchase of the property can be consolidated with the first mortgage into the new CT FAMLIES mortgage only if the second meets the following seasoning requirements:

- A fully amortizing fixed rate second mortgage must be at least 12 months old. The homeowner must have made 12 full payments since the inception of the mortgage.
- An equity line of credit may not have had any draws in excess of \$1,000 within the previous 12 months.
- The CT FAMLIES mortgage loan must be in first lien position.

**BORROWER ELIGIBILITY & CREDIT GUIDELINES:**

As a general rule of eligibility, the homeowner's current mortgage must be ineligible for refinancing under the requirements of other available conventional or government insured fixed rate mortgage products.

Borrowers with an Adjustable Rate Mortgage (ARM), may refinance their current mortgage if:

- In general, the borrowers overall credit history is satisfactory outside of the current financial hardship. Meaning the overall credit history demonstrates a willingness and ability to manage their financial obligations.
- Mortgage delinquencies reported must be as a result of an increase in the interest rate and payment or the occurrence of a financial hardship due to circumstances beyond the mortgagor's control causing the mortgagor's inability to make the monthly payments.



- In the event the homeowner has stopped making monthly payments, have the ability to account for where those funds were escrowed, saved or redirected.
- Borrower(s) must be fully discharged from any action of bankruptcy.
- Borrower(s) may not have an ownership interest in any other real estate other than their primary residence.
- The borrower's payment history must show that, for the 6 months prior to the reset or the occurrence of extenuating circumstance, the borrower was current in making the monthly mortgage payments or
- In the event a borrowers' payment history does not meet the 6 month requirement above, the payment history for 12 months prior to the reset or extenuating circumstance must not reflect more than 3 delinquent payments.
- The borrower must have sufficient income and resources to make the monthly payments under the new CHFA insured refinanced mortgage

### **COUNSELING REQUIREMENTS:**

All borrowers are required to attend an individual or group counseling session prior to closing with a follow-up counseling session required within the first six months of closing, with an approved CHFA counseling agency.

### **INCOME LIMITS:**

CHFA income limits will apply

### **ELIGIBLE PROPERTIES:**

- 1-4 family detached properties
- CHFA & FHA approved condos\*
- CHFA approved PUDS

\*All condominium projects must meet current owner occupancy concentration requirements.

### **QUALIFYING RATIOS:**

The guidelines for qualification are as follows:

- A housing expense ratio guideline of 31% applies (housing expense is defined as PITI + association dues when applicable)
- A total debt ratio guideline of 43% applies (total debt is defined as total housing expense as specified above plus all other monthly reoccurring debt payments)

The Underwriter must determine that the borrower has the capacity to make future mortgage payments as well as paying other obligations. (Note: If subordinate financing is included and payments on the second are required, they must be included in the qualifying ratios. If payments are deferred, they must be so for no less than 36 months to not be considered in the qualifying ratios)

### **APPRAISAL REQUIREMENTS:**

A full property appraisal is required and the appraised value of the property must support the mortgage. At a minimum, property must be in average condition. Inspections and/or repairs required must be completed as evidenced by a satisfactory inspection report prior to closing. (Drive-by's are not acceptable.)

## **DOCUMENTATION REQUIREMENTS:**

All loans will require full documentation. There is no minimum credit score however; all files submitted to CHFA for underwriting must document a complete review of the borrowers' credit history and capacity to repay. Full documentation must include:

- CHFA CT FAMLIES Program File Order Documentation Submission Sheet
- CHFA Insurance Fund form "Application for CHFA Mortgage Loan Insurance".
- FNMA 1008 Underwriting Transmittal.
- Fully verified Uniform Residential Loan Application.
- Initial Uniform Residential Loan Application.
- Copy of borrowers' most recent tax returns w/all schedules – signed.
- CT FAMLIES Borrower Certification.
- Three repository merged credit report.
- Explanation of credit delinquencies (if applicable).
- Current mortgage statement evidencing the interest rate/payment increase to address recent delinquencies if applicable.
- Copy of current mortgage note.
- Consecutive pay stubs covering the most recent 30 day pay period (pay stubs must evidence a minimum of 30 days of year-to-date earnings).
- Most recent 2 years W2's.
- Verification of current employment (Verbal with alternative doc is acceptable).
- Three months bank statements or fully executed VOD for all assets.
- Life of Loan Flood Certification.
- Uniform Residential Appraisal Report
- Good Faith Estimate of Closing Costs.
- Title Commitment if available.

## **CT FAMLIES Second Mortgage Assistance Program:**

CHFA will provide additional financing to assist eligible borrower(s) when the first mortgage loan is not enough to pay off the existing first lien and/or the first mortgage lien plus closing cost and arrearages exceeds 97% of the appraised value. Borrower(s) must have exhausted their financial resources and have liquid assets of no more than \$5,000. The Second Mortgage loan will not be CHFA insured and will only be provided in instances where the borrower has met all other underwriting criteria and has demonstrated a need for this resource to save their home. Second Mortgage funds may be applied to the following:

- Outstanding principal balance when existing first mortgage lien exceeds 97% of the appraised value
- Closing Costs
- Arrearages / late fees
- Water/Sewer, R.E. Tax, etc liens

## **Terms & Conditions:**

Interest Rate:	CHFA Regular Homebuyer Mortgage Program fixed rate or 3% for Homeowners who's total income is at or below 85% of the HUD area median income for the location of the property.
Term:	30 Years, fully amortizing
Maximum Mortgage Amount:	\$15,000.00
Maximum CLTV:	108.0%

The Second Mortgage payment must be included in the housing expense ratio.

## EXAMPLE OF INSURANCE COVERAGE

Insurance of top 35% on a \$210,000.00 mortgage is \$73,500 in coverage provided. In the event the homeowner defaults and the property is sold at \$183,000, total lender losses including foreclosure costs up to \$73,500 are covered by mortgage insurance.

Current remaining balance	\$209,800
Plus foreclosure costs	<u>19,000</u>
	\$228,800
Minus proceeds from sale	<u>183,000</u>
Equals lender losses	45,800

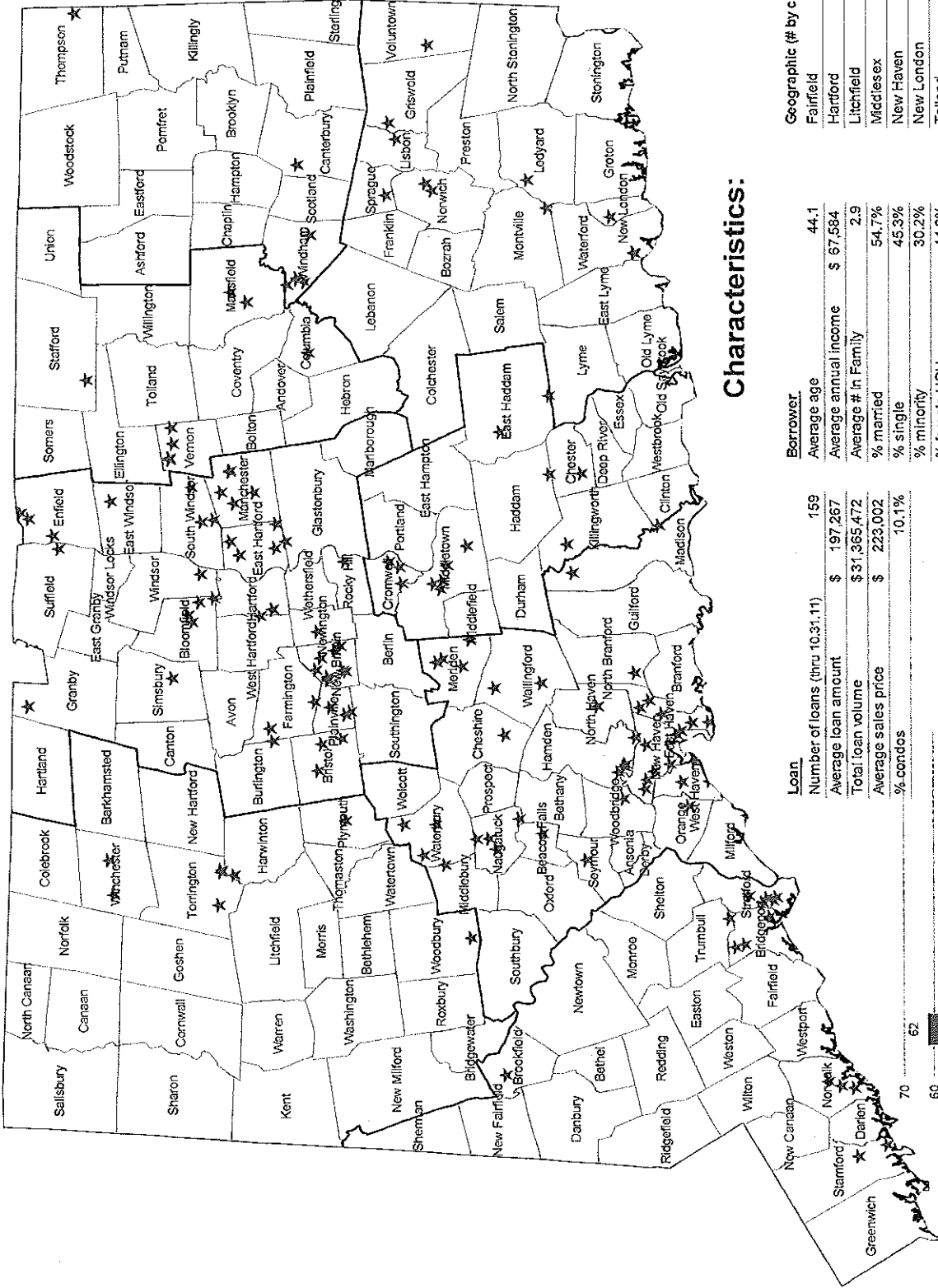
A \$100,000 mortgage carrying coverage of the top 20% carries coverage of \$20,000. Should the homeowner default and the property is sold at \$93,000, lender losses including foreclosure costs are covered up to \$20,000.

Current remaining balance	\$99,800
Plus foreclosure costs	<u>9,000</u>
	\$108,800
Minus proceeds from sale	<u>93,000</u>
Equals lender losses	15,800

Can homeowners finance the upfront premium?

Can they be refunded if the loan pays off early?

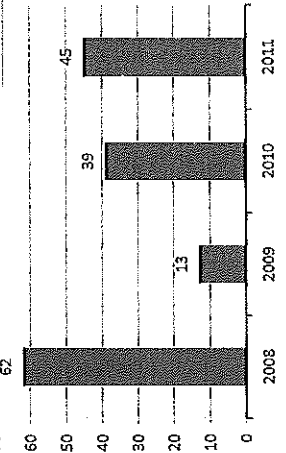
Can mortgage insurance be dropped at any time during the life of the mortgage and if so, under what circumstances?



## Characteristics:

Borrower			
Average age	44.1		
Average annual income	\$ 67,584		
Average # in Family	2.9		
% married	54.7%		
% single	45.3%		
% minority	30.2%		
% female HOH	44.0%		
% single, female HOH	18.3%		

Loan		
Number of loans (thru 10.31.11)	159	
Average loan amount	\$ 197,267	
Total loan volume	\$31,365,472	
Average sales price	\$ 223,002	
% condos	10.1%	



## ★ CT Families Loan Activity Exhibit A

Geographic (# by county)	
Fairfield	15
Hartford	49
Litchfield	8
Middlesex	14
New Haven	44
New London	14
Tolland	8
Windham	7

Geographic (# by Congressional District)	
District 1	35
District 2	40
District 3	43
District 4	9
District 5	32

\* The CT Families program started in 12.10.2007 and ran through 12.31.2008, with the FHASecure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

97% address match



# Fairfield County

## ★ CT Families Loan Activity

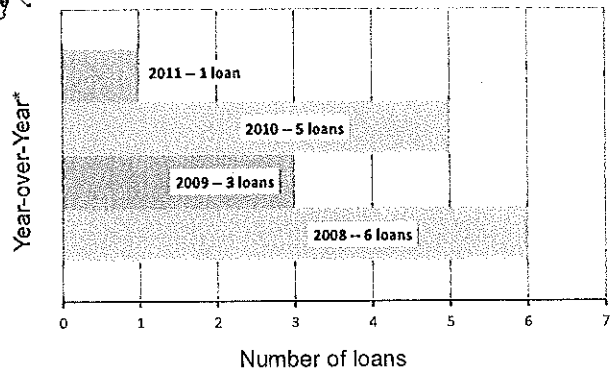
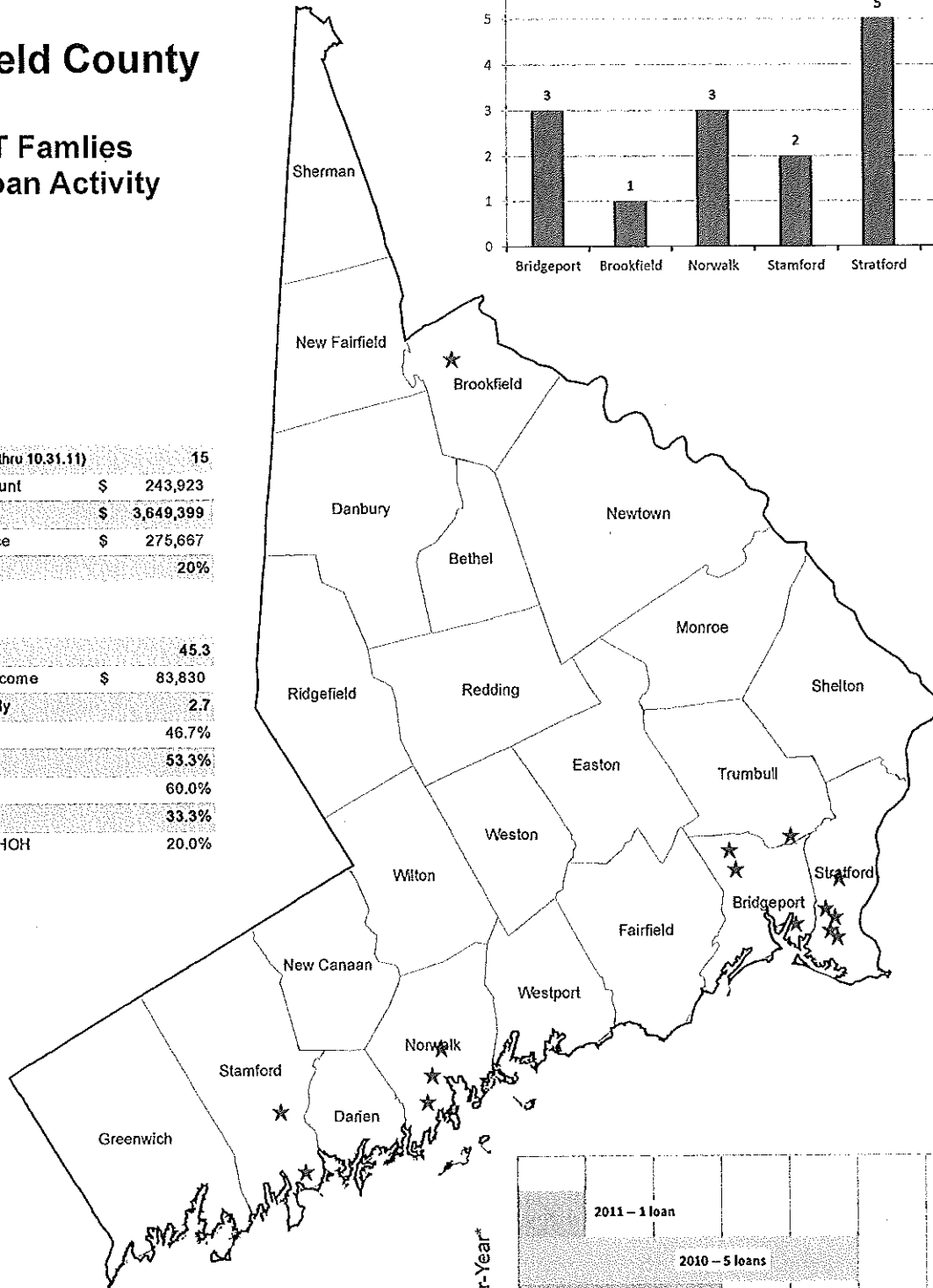
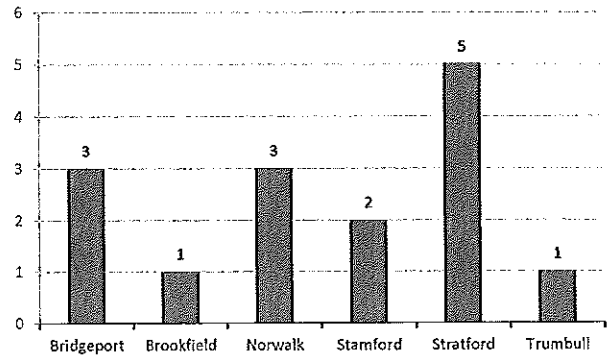
### Characteristics

#### Loan

Number of loans (thru 10.31.11)	15
Average loan amount	\$ 243,923
Total loan volume	\$ 3,649,399
Average sales price	\$ 275,667
% condos	20%

#### Borrower

Average age	45.3
Average annual income	\$ 83,830
Average # In Family	2.7
% married	46.7%
% single	53.3%
% minority	60.0%
% female HOH	33.3%
% single, female HOH	20.0%



## Exhibit B

\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHASecure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

# Hartford County

## ★ CT Families Loan Activity\*

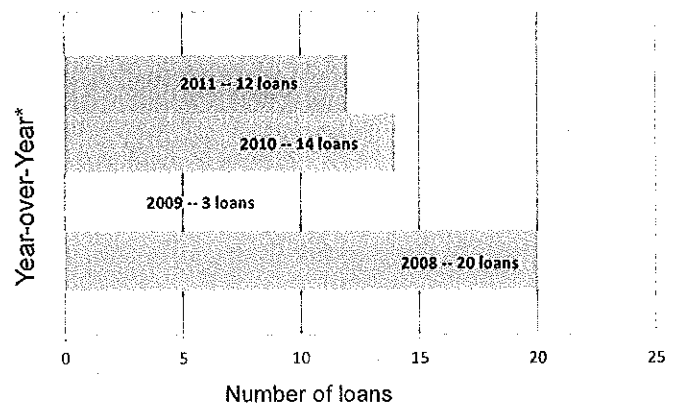
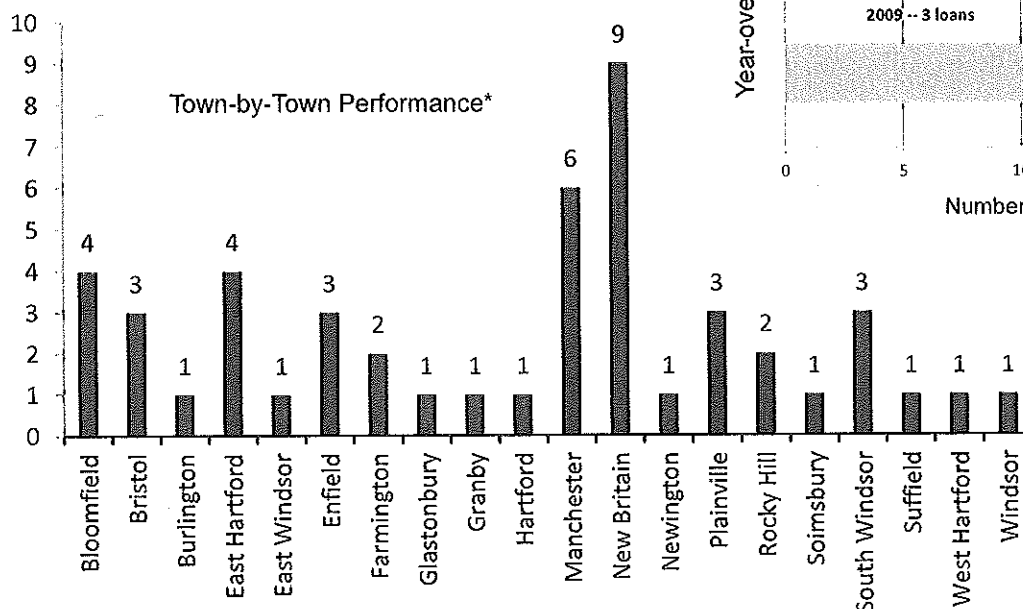
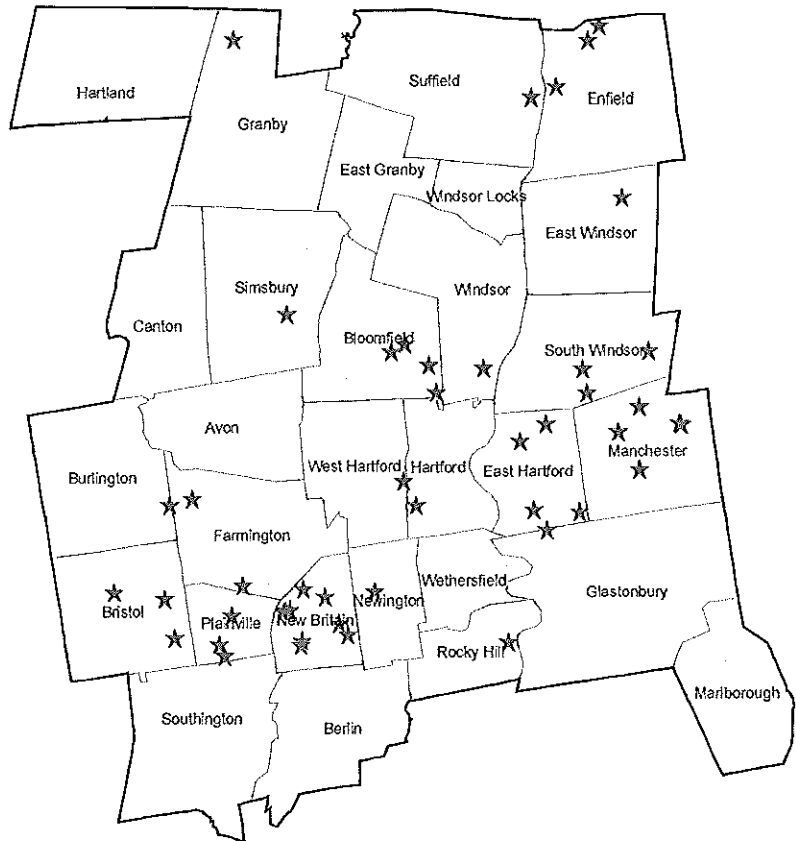
### Characteristics

#### Loan

Number of loans (thru 10.31.11)	49
Average loan amount	\$ 176,979
Total loan volume	\$ 8,671,948
Average sales price	\$ 199,898
% condos	16.3%

#### Borrower

Average age	42.9
Average annual income	\$ 64,358
Average # In Family	2.9
% married	51.0%
% single	49.0%
% minority	24.5%
% female HOH	45.0%
% single, female HOH	30.6%



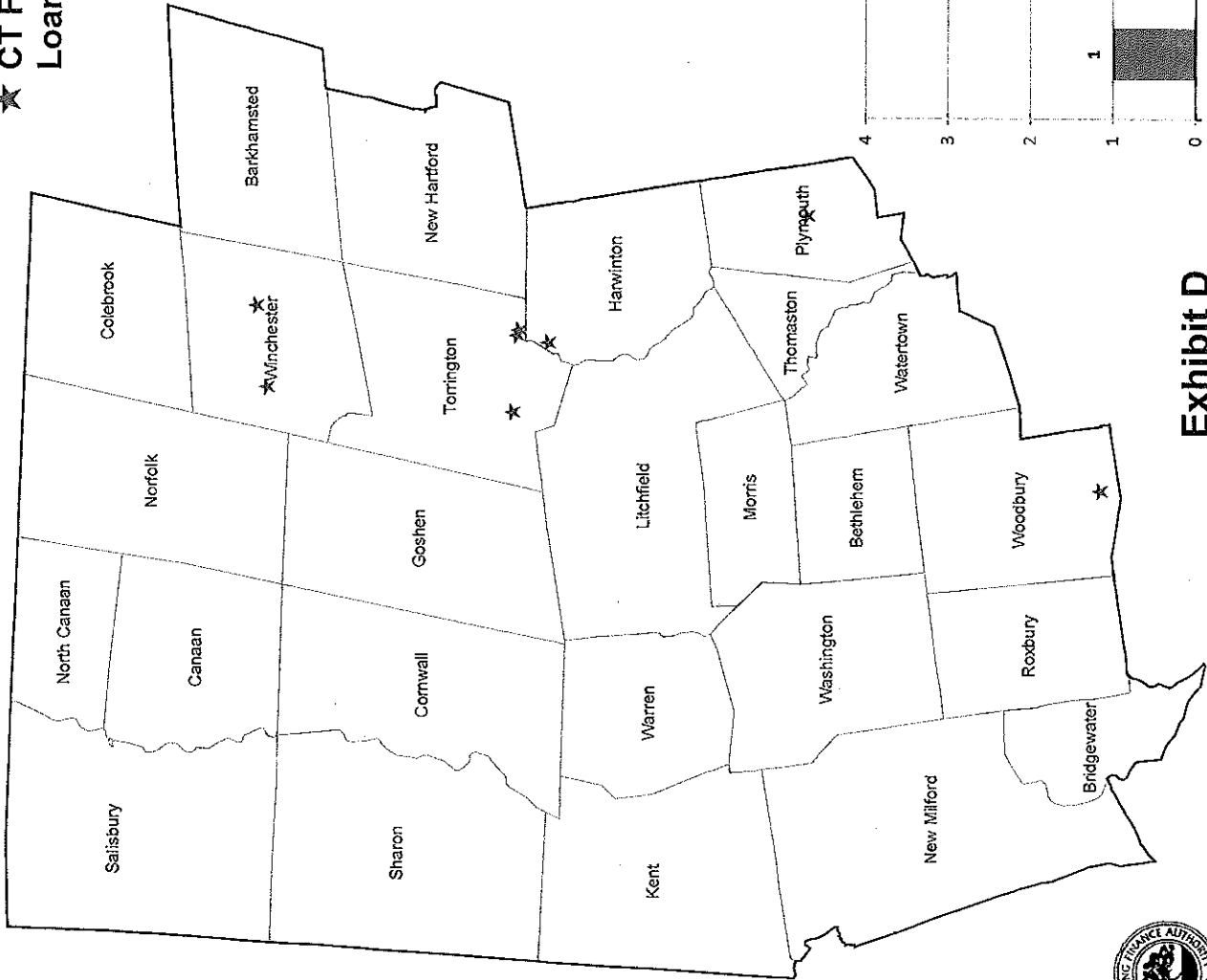
**Exhibit C**



\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHA Secure Program. CHFA started its own insurance program beginning in April of 2009. Characteristics and graphs are based upon the first 'purchased' loan occurring in 2008 through October 31, 2011.

# Litchfield County

## ★ CT Families Loan Activity



## Exhibit D

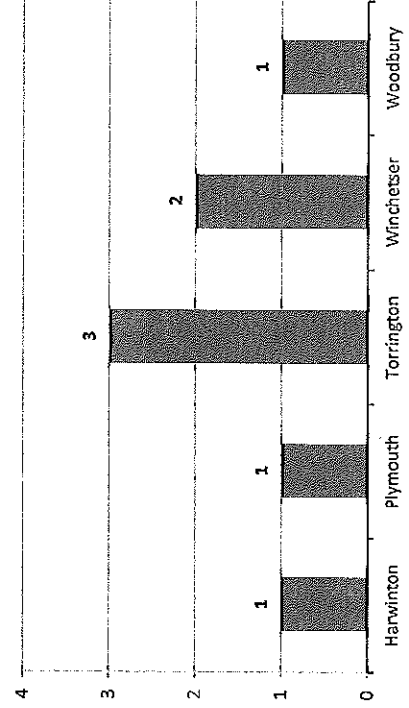
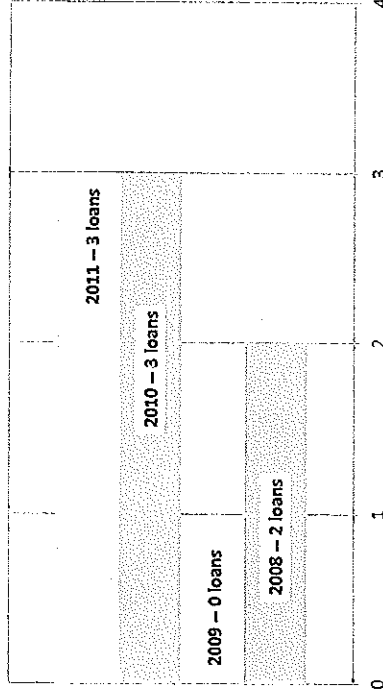
### Characteristics

#### Loan

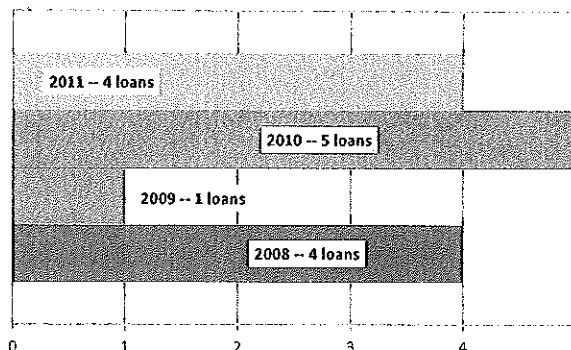
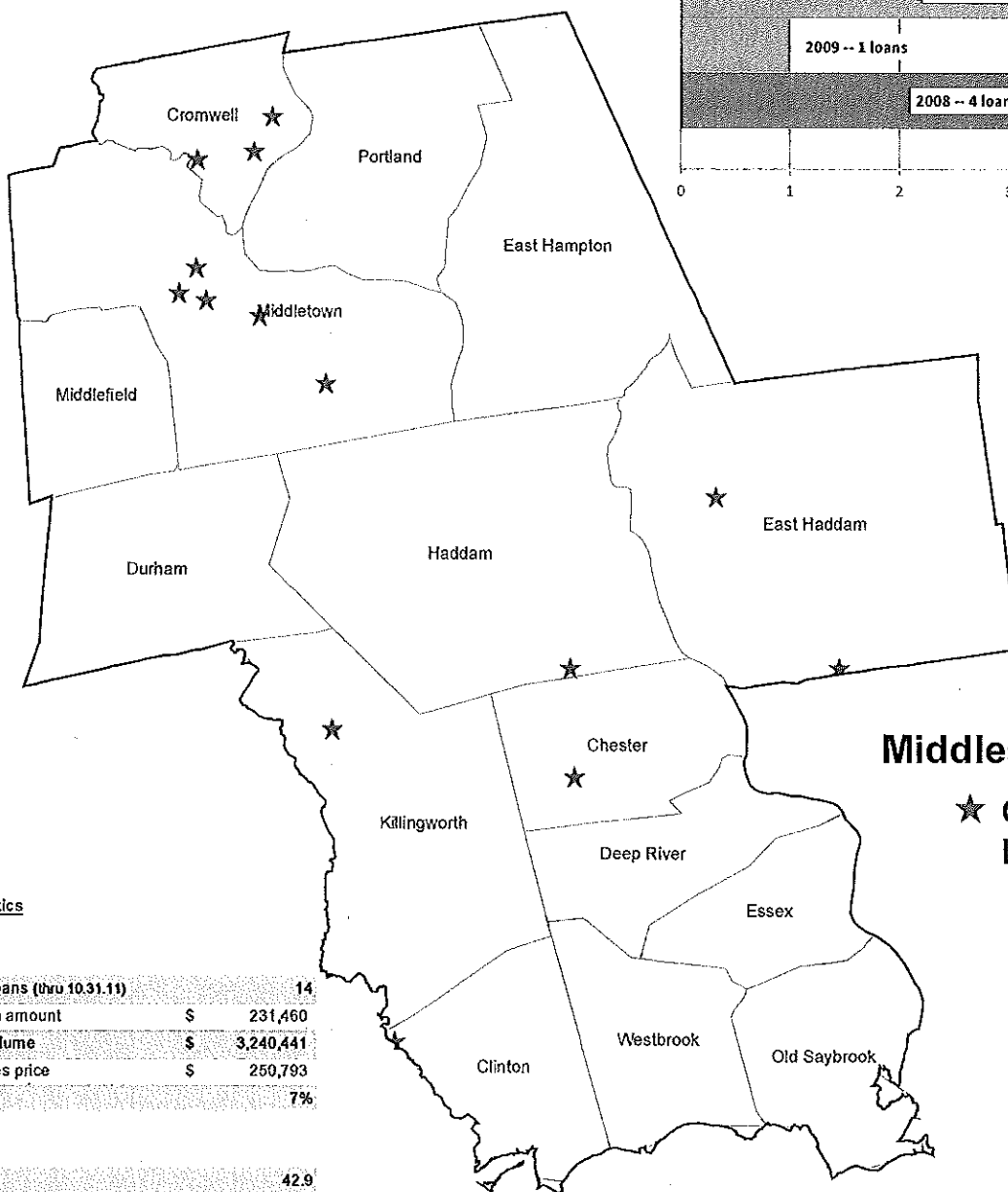
Number of loans (thru 10/31/11)	8
Average loan amount	\$ 171,522
Total loan volume	\$ 1,372,172
Average sales price	\$ 195,875
% condos	0%

#### Borrower

Average age	45.1
Average annual income	\$ 70,098
Average # in family	2.9
% married	75.0%
% single	25.0%
% minority	0.0%
% female HOH	37.5%
% single, female HOH	12.5%



\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHASecure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.



## Middlesex County

★ CT Families Loan Activity

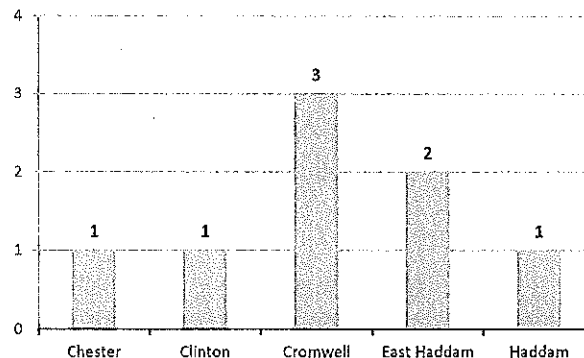
### Characteristics

#### Loan

Number of loans (thru 10.31.11)	14
Average loan amount	\$ 231,460
Total loan volume	\$ 3,240,441
Average sales price	\$ 250,793
% condos	7%

#### Borrower

Average age	42.9
Average annual income	\$ 58,672
Average # In Family	2.7
% married	57.1%
% single	42.9%
% minority	21.4%
% female HOH	50.0%
% single, female HOH	28.6%



## Exhibit E

\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHA Secure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

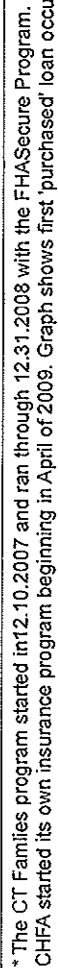
97% address match



## CT Families Loan Activity



<b>Borrower</b>		
Average age	\$	44.1
Average annual income		70,684
Average # in Family		3
% married		61.4%
% single		38.6%
% minority		43.2%
% female HOH		38.6%
% single, female HOH		22.7%



## New London County

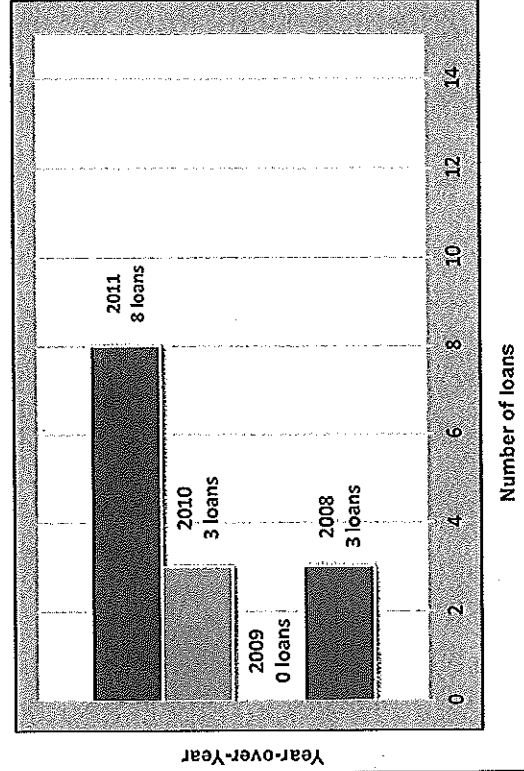
### ● CT Families Loan Activity

#### Characteristics

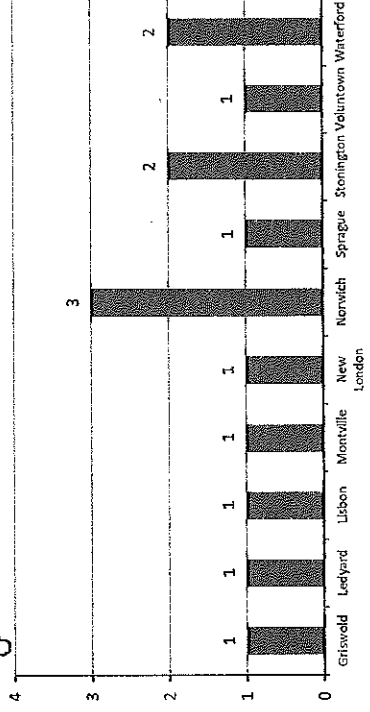
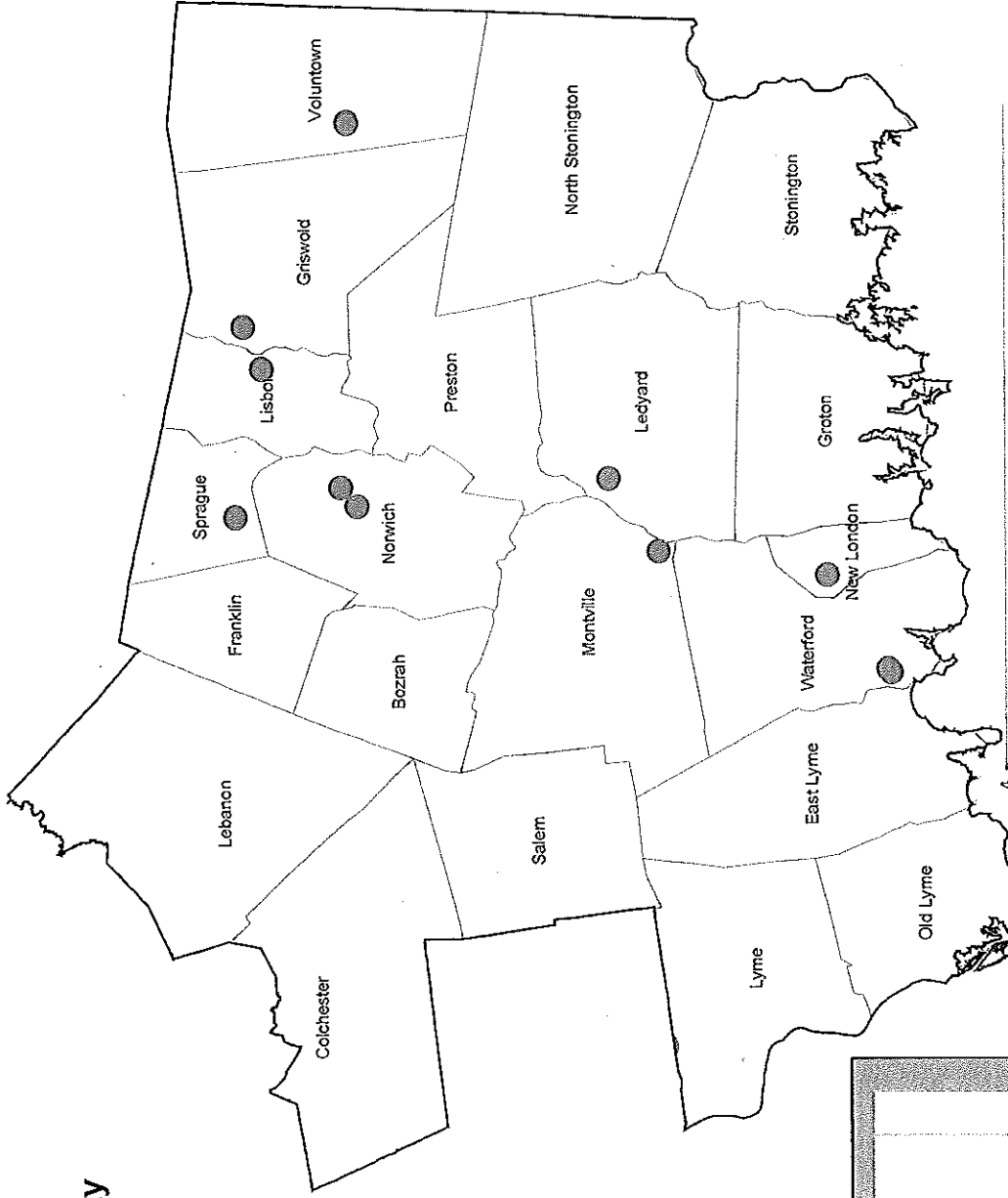
Loan	
Number of loans (thru 10.31.11)	14
Average loan amount	\$ 196,207
Total loan volume	\$ 2,746,900
Average sales price	\$ 231,207
% condos	0.0%

#### Borrower

Average age	45.6
Average annual income	\$ 66,825
Average # In Family	3.4
% married	50.0%
% single	50.0%
% minority	21.4%
% female HOH	57.1%
% single, female HOH	35.7%



## Exhibit G

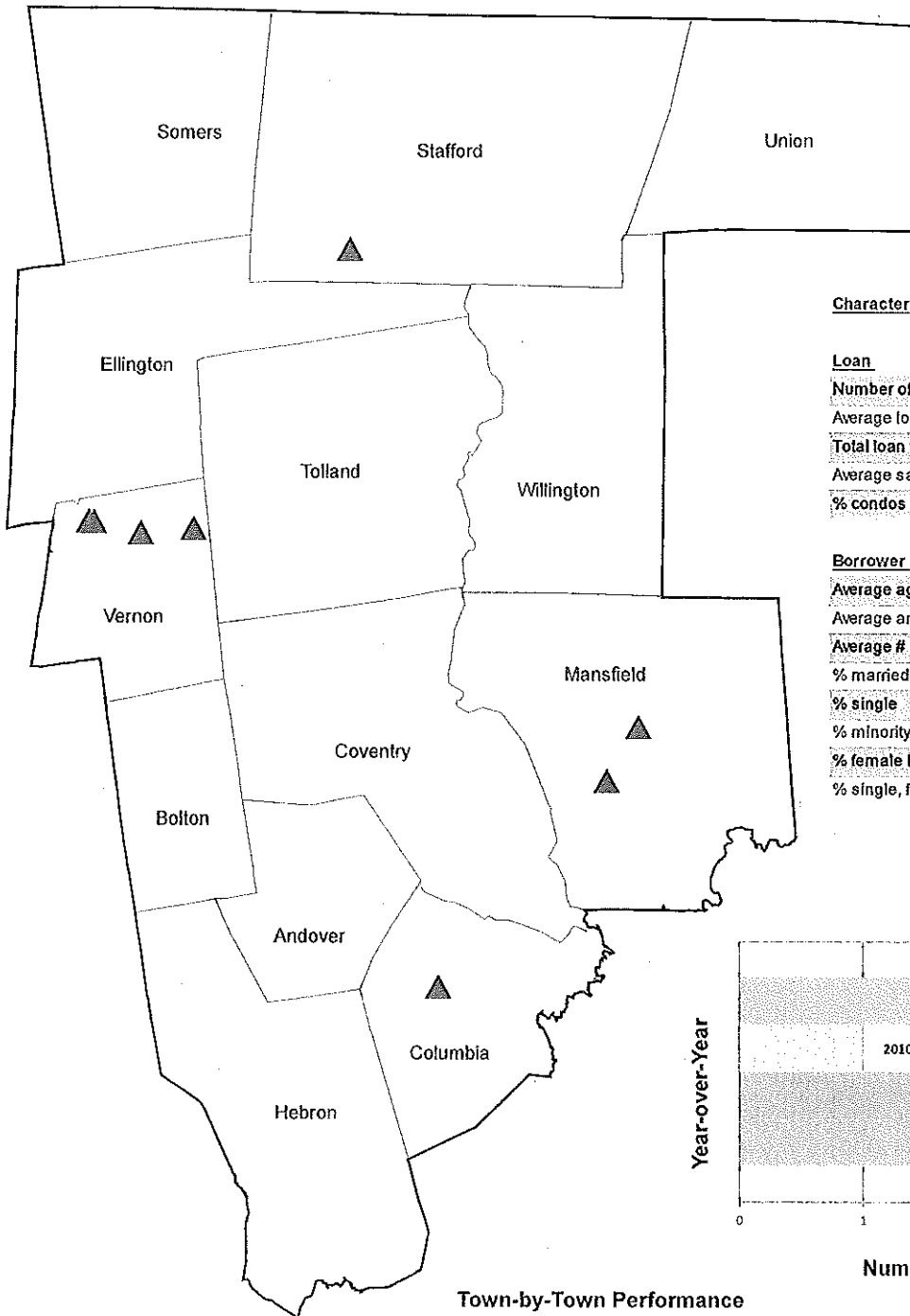


\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHA/Secure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

100% address match

# Tolland County

## ▲ CT Families Loan Activity



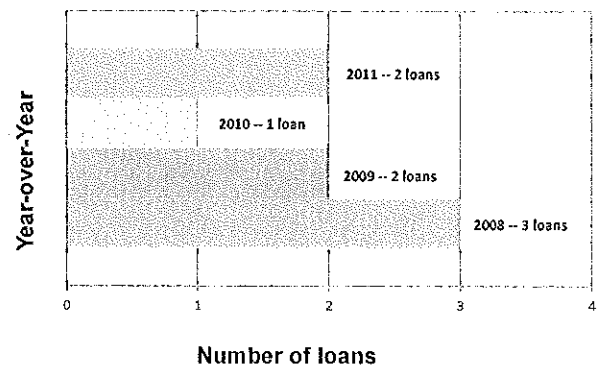
### Characteristics

#### Loan

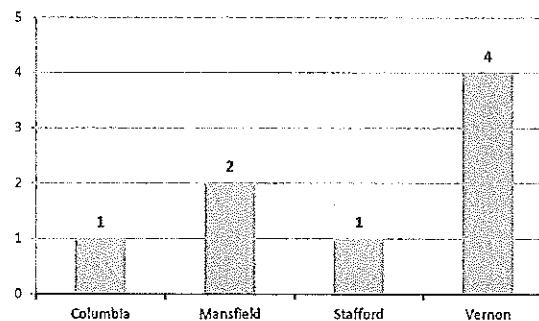
Number of loans (thru 10.31.11)	8
Average loan amount	\$ 188,713
Total loan volume	\$ 1,509,700
Average sales price	\$ 218,625
% condos	13%

#### Borrower

Average age	41.8
Average annual income	\$ 60,521
Average # In Family	2.9
% married	37.5%
% single	62.5%
% minority	0.0%
% female HOH	50.0%
% single, female HOH	50.0%



### Town-by-Town Performance



## Exhibit H



\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHASecure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

97% address match

# Windham County

## CT Families Loan Activity

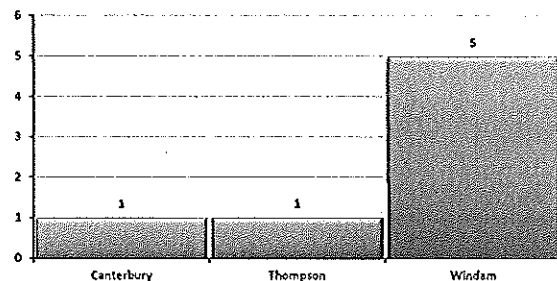
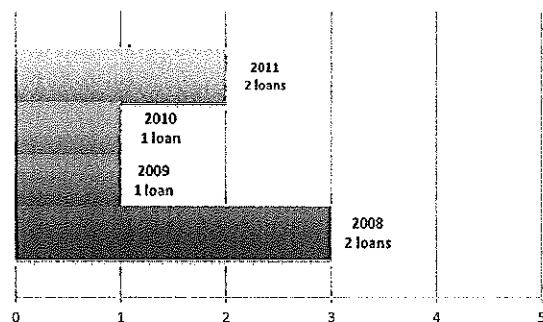
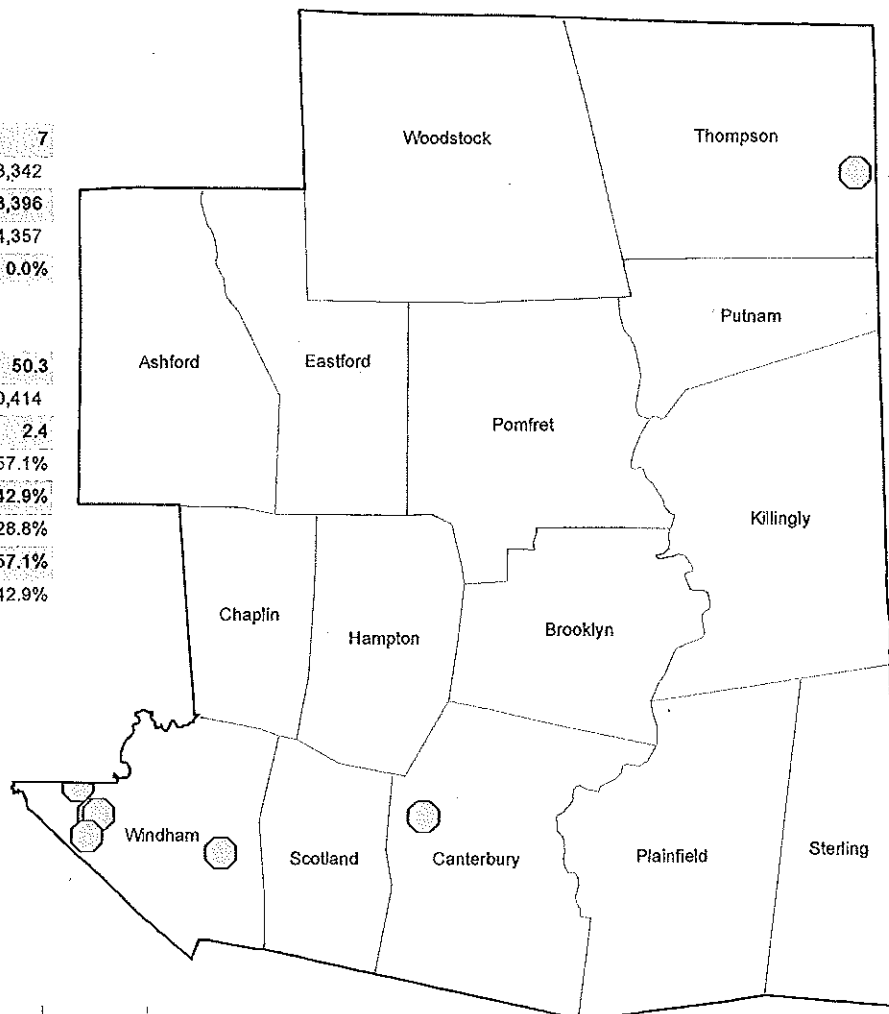
### Characteristics

#### Loan

Number of loans (thru 10.31.11)	7
Average loan amount	\$ 173,342
Total loan volume	\$ 1,213,396
Average sales price	\$ 184,357
% condos	0.0%

#### Borrower

Average age	50.3
Average annual income	\$ 60,414
Average # in Family	2.4
% married	57.1%
% single	42.9%
% minority	28.8%
% female HOH	57.1%
% single, female HOH	42.9%



### Exhibit I

\* The CT Families program started in 12.10.2007 and ran through 12.31.2008 with the FHASecure Program. CHFA started its own insurance program beginning in April of 2009. Graph shows first 'purchased' loan occurred in 2008. Characteristic stats are through October 31, 2011.

100% address match

## ***FORECLOSURE PREVENTION COUNSELING***

## Foreclosure Prevention Counseling

### 1. Please describe all counseling programs that are offered?

Foreclosure Prevention Counseling - CHFA/HUD-approved housing counseling agencies across the state provide Foreclosure Prevention Counseling on behalf of CHFA. These HUD-and CHFA- approved non-profit agencies are staffed by counseling professionals who are trained in foreclosure prevention and loss mitigation and intervention strategies.

### 2. For each of the years 2008, 2009, 2010 and 2011, please state:

- Number of people served in each program
- Any statistics available on the outcome of people served by each program

	10/01/10 to 06/30/11	10/01/09 to 09/30/10	10/01/08 to 09/30/09	10/01/07 to 09/30/08	10/01/06 to 09/30/07	Totals
<i>Seeking Help with Resolving or Preventing Mortgage Delinquency</i>						
Brought mortgage current	10	22	28	11	3	74
Mortgage refinanced	35	6	9	5	2	57
Mortgage modified	53	221	231	49	0	554
Received second mortgage	125	0	3	0	0	128
Initiated forbearance agreement/repayment plan	42	138	161	54	54	449
Executed a deed-in-lieu	34	3	5	3	0	45
Sold property/chose alternative housing solution	90	6	12	15	4	127
Pre-foreclosure sale	5	5	9	13	1	33
Mortgage foreclosed	12	19	15	15	0	61
Counseled and referred to another social service emergency assistance agency	66	55	115	32	2	270
Obtained partial claim loan from FHA lender	20	24	30	47	29	150
Bankruptcy	19	14	9	11	1	54
Entered debt management plan	11	52	8	1	1	73
Counseled and referred for legal assistance	5	30	29	22	3	89
Currently receiving foreclosure prevention/budget counseling	510	1,124	1,694	473	28	3,829
Withdrew from counseling	230	300	348	51	5	934
Other	256	140	260	12	4	672
<b>Total</b>	<b>1,523</b>	<b>2,159</b>	<b>2,966</b>	<b>814</b>	<b>137</b>	<b>7,599</b>

- Number of people that did not qualify for Foreclosure Prevention Counseling. Any statistics available on the reasons for disqualification.

Everyone is eligible to participate in Foreclosure Prevention Counseling.

### 3. What do you see as the greatest impediment for the Foreclosure Prevention Counseling programs offered by CHFA?

CHFA works with 12 HUD approved counseling agencies throughout the state. Since the onset of the foreclosure crisis, the greatest impediment for the foreclosure prevention and counseling programs has been the staff capacity of the organizations in the areas of training, ongoing certification, and the levels of professional and support staffing.

4. What are the funding challenges, if any, for the Foreclosure Prevention Counseling programs offered by CHFA?

Funds made available for foreclosure prevention and counseling provide limited administrative funds as part of the grant. Administrative funds for the counseling agencies would assist in providing training, ensuring current certifications and adding staff when necessary.