THE TIME TO HARP IS NOW

MAY 24, 2016
NOW IS THE TIME

HARP will expire

December 31, 2016.
NATIONWIDE OUTREACH EVENTS
WHAT IS HARP?

The Home Affordable Refinance Program (HARP) was created by FHFA and the U.S. Department of Treasury, Fannie Mae and Freddie Mac in 2009 to provide refinancing opportunities for homeowners with solid payment history but who lost significant equity in their homes.

Your best route to a better mortgage
HARP ELIGIBILITY REQUIREMENTS

- Your loan must be owned by Fannie Mae or Freddie Mac
- Your current loan-to-value ratio must be greater than 80%
- You must be current on your mortgage, with no late payments in the last 6 months and no more than one late payment in the past 12 months
- Your home is your primary residence, a 1-unit second home or a 1-4 unit investment property
- Your loan was originated on or before May 31, 2009

THE TIME TO HARP IS NOW
WHAT CAN HARP DO?

HARP enables borrowers with little to no equity to refinance at low interest rates to either:

- Reduce the monthly payment, OR
- Reduce the term of their mortgage to rebuild equity faster
TWO WAYS TO SAVE

Lower interest rate

= lower monthly payment

$699 per month

7.5%

1995

$100,000 30-year fixed rate mortgage

$454 per month

3.58%

TODAY

$562 per month

5.41%

2005

Refinancing to a shorter term

= big long-term savings

$699 per month

30-year

1995

$681 per month

15-year

2.81%

TODAY

Savings of $129,000 over the life of loan

$100,000 fixed rate mortgage

THE TIME TO HARP IS NOW
HARP – “IN THE MONEY”

These homeowners are in the money and that means that their mortgage:

- Is 1 ½ percentage points above current mortgage rates
- Has a remaining balance of more than $50,000
- Has an unpaid principal balance that is greater than 80% of the current property value
- Has a remaining term of greater than ten years
More than **3.4 million** HARP refinances completed and more than **325,000** borrowers still eligible.

Interactive map available at [HARP.gov](http://HARP.gov).

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**THE TIME TO HARp IS NOW**
The time to HARP is now.
Program expires December 2016.

- BENEFITS OF A HARP REFINANCE:
  - Lower your monthly payment
  - Lower your interest rate
  - Shorten your loan term

States with the most HARP-eligible homeowners are Florida, Illinois, Michigan, Ohio, Georgia, California, Pennsylvania, New Jersey, New York and Maryland.

$2,400
On average, eligible homeowners nationwide could save as much as $2,400 annually.

Data as of 4Q15
TOP 10 MSAs

- Chicago-Naperville-Elgin
- New York-Newark-Jersey City
- Atlanta-Sandy Springs-Roswell
- Detroit-Warren-Dearborn
- Philadelphia-Camden-Wilmington
- Miami-Fort Lauderdale-West Palm Beach, FL
- San Juan-Caguas-Guaynabo, PR
- Tampa-St. Petersburg-Clearwater, FL
- Cleveland-Elyria, OH
- Baltimore-Columbia-Towson, MD

Data as of 4Q15
MYTHS AND FACTS ABOUT HARP

HARP is a scam.

HARP is a legitimate product.

I’m too far underwater.

Being significantly underwater does not disqualify you from HARP.

I’ve been turned down for HARP.

Even if you have been turned down previously, you could still qualify.

I can wait to HARP.

HARP expires December 31, 2016.
The time to act is now.

THE TIME TO HARP IS NOW
MODIFIED BORROWERS CAN STILL REFINANCE

HAMP

My loan has been modified so I’m not eligible for HARP.

HARP

HAMP and HARP are not mutually exclusive.

THE TIME TO HARP IS NOW
GET STARTED WITH HARP

1. Find out who owns your loan
2. Check your eligibility
3. Gather your information
4. Contact a HARP lender

Visit www3.freddiemac.com/loanlookup/ or www.knowyouroptions.com/loanlookup.com
HARP SUCCESS STORIES

JOSH AND KELLY
Original Mortgage Rate: 5.875%
New Mortgage Rate: 4.0%
Amount Underwater: $80,000
Monthly Savings: $523.00

"We wanted to take advantage of today's low rates but didn't think we could since we were underwater. When we found out about HARP, we were thrilled. Now we're saving more than $500 per month and have peace of mind."

VICKI AND STEVE
Original Mortgage Rate: 6.37%
New Mortgage Rate: 4.24%
Amount Underwater: more than $100,000
Monthly Savings: $430.00

"The process was very easy and took only five or six weeks to complete. Homeowners who are underwater and have a higher mortgage rate need to do something. Otherwise, you're throwing away money you could be using every month."
HARP’S EXPANSIVE ELIGIBILITY

HARP has the ability to help customers that have:

A past history of:
- Bankruptcy
- Foreclosure
- Short-sale/Deed-in-lieu
- Collections/Charge-Offs

Or experienced:
- A reduction in income (even for those that are self-employed)
- Recent job change

Or a property that is:
- An attached/detached condo
- A multi-unit primary or investment (or even a 1-unit second home)

HARP HELPS

THE TIME TO HARP IS NOW
This streamlined process allows Quicken Loans customers the ability to close on their refinance in as little as 30 days – ultimately getting customers to savings faster than they imagined.

HARP IS NOT HARDER

✓ Fewer income verification requirements as compared to a standard refinance (less paperwork!)

✓ Often no appraisal is required
QUICKEN LOANS CUSTOMER OUTREACH

- TV
- Paid Search
- Social Media
- Radio
- Direct Mail
NeighborWorks America created a separate counseling level (Level Four) to support the Home Affordable Modification Program and homeowners with high debt-to-income ratios.

- NFMC Grantees may use up to 30% of their funding to support Level Four activities.
- All NFMC Program-counseled homeowners screened for eligibility for MHA.
- The NFMC Program created an MHA eligibility checklist.

As of July 31, 2015, 13,511 homeowners with trial modifications had received 17,798 units of Level Four counseling.

Counselors typically help these homeowners:

- Make timely payments
- Eliminate unnecessary debt
- Minimize expenses
- Increase income
- Create savings

**Level Four Counseling Clients, by Age Group**

- 32.6% 18-34
- 25.4% 35-44
- 22.7% 45-54
- 10.4% 55-64
- 8.9% 65+
MAKING HOME AFFORDABLE (MHA)

MHA and related programs work together to help homeowners avoid foreclosure.

HAVING A TOUGH TIME WITH YOUR MORTGAGE?
Reduce your monthly payment with the Home Affordable Modification Program (HAMP).

UNEMPLOYED?
Suspend/reduce your mortgage payments up to a year while searching for a new job with the Home Affordable Unemployment Program (UP).

CONSIDERING A SHORT SALE?
Make the transition easier with up to $10k in relocation assistance through the Home Affordable Foreclosure Alternatives Program (HAFA).

HAVING TROUBLE REFINANCING?
Refinance into a fixed-rate mortgage, even if you're underwater, using the Home Affordable Refinance Program (HARP).

NOT SURE WHERE TO START?
Expert help is free. Call 888-995-HOPE (4673). Visit MHA.gov.

THE TIME TO HARP IS NOW
MHA OFFERS REAL HELP TO HOMEOWNERS

MHA has helped 1.8M families receive MORTGAGE HELP

Let us HELP YOU

Visit MHA.gov or Call 888-995-HOPE™ (4673)
MHA WIND DOWN MILESTONES

**Initial Package** must be received on or before December 30, 2016 to be eligible for consideration in 2017.

Must have permanent modification effective date on or before December 1, 2017.

**HAMP**

**HAFA**

Short Sale or deed-in-lieu transaction must be approved on or before December 30, 2016.

Approved sales contract or a pre-approval to list the property.

Closing must occur on or before December 1, 2017 to be eligible for HAFa incentives

**UP**

Forbearance Plan must be approved on or before December 30, 2016.

Effective May 1, 2016, servicers may begin to offer proprietary forbearance plans ahead of UP

**2MP**

**HAMP:** Initial Package must be received on or before December 30, 2016 to be eligible for consideration in 2017.

**GSE HAMP:** Complete loan modification application must be received on or before December 30, 2016.

Servicer must receive notification of the 1st lien match on or before March 31, 2017. Any partial or full extinguishment of 2nd lien must be on or before December 1, 2017.

Transition period begins in September 2016 where servicers will no longer be required to follow specific HAMP requirements related to solicitation of borrowers.

THE TIME TO HARp IS NOW
HAMP MYTHS VS FACTS
HAMP SCAM AWARENESS

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HARDEST HIT FUND® (HHF) 5TH ROUND FUNDING

1 BILLION PHASE 1 ALLOCATION

2 BILLION HHF FUNDS SLATED FOR DISTRIBUTION IN TWO PHASES

1 BILLION PHASE 2 ALLOCATION

THE TIME TO HARP IS NOW
## HHF/HARP ELIGIBLE STATES

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<tr>
<th>State</th>
<th>Mortgage Payment Assistance</th>
<th>Reinstatement</th>
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*Includes principal reduction/curtailment, buy-and-modify, recast, modification-enabling, second and full lien extinguishment programs.

**Programs closed to new applicants in striped gradient. Some of these programs may be reopened in future quarters.
NEIGHBORHOOD STABILIZATION INITIATIVE
To avoid foreclosure and stay in their home, a program is available for certain seriously delinquent, underwater borrowers:

- owner occupants
- at least 90 days delinquent as of March 1, 2016
- unpaid principal balance of $250,000 or less
- mark-to-market loan-to-value >115% after capitalization

Three on-time payments under new terms and acceptance of final modification converts principal forbearance to principal forgiveness

Approximately 33,000 eligible borrowers

Final crisis-era modification program

Resources available on FHFA.gov.
HARP RESOURCES

HARP.gov

→ Eligibility map
→ Videos
→ Fact sheets
→ Determine eligibility
HARP RESOURCES CONTINUED

HARP Toolkit:
→ Sample Newsletter
→ Fact Sheets
→ FAQs
→ Infographics:
  Road Map

Are you Eligible for HARP?

Follow FHFA on Twitter @FHFA

Available at http://www.HARP.gov/Resources.
FOR MORE INFORMATION

FHFA
Megan Moore | Special Advisor | HARP@fhfa.gov | HARP.gov | HARP.gov/español

Department of the Treasury
Danielle Johnson-Kutch | Acting Chief, Homeownership Preservation Office | MakingHomeAffordable.gov

Fannie Mae
Blake Hampton | Credit Risk Analyst | KnowYourOptions.com

Freddie Mac
Alan Hitchcock | Product Development Director | MyHome.FreddieMac.com

NeighborWorks
Nicole Harmon | Vice President, Foreclosure Mitigation | NeighborWorks.org

Quicken
Katrina Beaubien | Senior Product Manager | QuickenLoans.com

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THANK YOU FOR PARTICIPATING