

HUD Single Family Note Sale 101

Training Seminar for Non-Profit Organizations



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February 5 - 6, 2015

Welcome and Overview of the Conference

9:00 – 9:15

John Rabil, Deputy Assistant Secretary for Finance and Budget



Introductions of HUD Team Members

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SFLS SUPPORT TEAM

- ▣ HUD Staff
 - Asset Sales Office (ASO)
 - Single Family Insurance Claims
 - Office of Single Family Accounting (SFA)
 - Office of General Counsel (OGC)
- ▣ Contractors
 - Program Financial Advisor (PFA)
 - Transaction Specialist (TS)
 - Risk Assessment Contractor



Introductions of HUD Team Members (continued)

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Asset Sales Office (ASO) Team

- John Lucey, Director of Asset Sales
- Erik Cribbs, Senior Program Advisor
- Marlene Robinson, Senior Program Advisor
- Emily Heller, Senior Program Advisor
- Harold Echols, Financial Analyst
- Sennai Cham, Financial Analyst
- Nikeisha Joyner-Wiggins, Financial Analyst



Introductions of HUD Team Members (continued)

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Contractors

- Program Financial Advisor (PFA) – Novad Management Consulting
 - Jelani House
 - Audrey McGuire
 - Sal Espinosa
 - Michael McGuire
- Transaction Specialist (TS) – Verdi Consulting
 - Mariama Levy
 - Tim Bolger
 - Khalil Asterbadi
 - Sherlonda Goode-Jones
 - Phil Thigpen
 - Heather Page
- Risk Assessment Contractor - MacArthur & Baker International
 - Ronald Freudenhiem
 - Rick Copeland



Overview of the Seminar

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Seminar goals and objectives: The goal of the seminar is to educate Non-Profit Organizations on the HUD Single Family Note Sale process.

Specific objectives include:

- Educate Non-Profit organizations about the entire lifecycle of the HUD single family notes sales process
- Introduce Non-Profit organizations to potential industry partners for teaming opportunities

Reminder: Sign Up for Speed Networking

- All of the industry panelists you will hear from this afternoon as well as the Asset Sales Office have agreed to participate in a Speed Networking session beginning at 3:30pm.
- Throughout the day, as you hear presentations and are interested in hearing more from the speaker, please reserve a seat during the Speed Networking session at the relevant table for follow up.
- We will have four 15 minute sessions followed by the day's closing remarks.
- Sign-up sheets will be at the registration table outside of the auditorium.
- Please sign-up during breaks.

Biniam Gebre

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- Biniam is the Acting Assistant Secretary for the Office of Housing and Commissioner of the Federal Housing Administration. Since joining HUD, Biniam has been co-leading several major priorities for the Department including efforts to transform how HUD delivers rental assistance, policies to modernize and preserve FHA's 80-year history of providing affordable access to credit, and initiatives to improve the operations of the Office of Housing. As the number two official, Biniam is also responsible for the day-to-day management of the Office Housing and the Federal Housing Administration.
- Prior to joining HUD, Biniam was a Principal at McKinsey & Company, where he led many engagements on housing finance, risk management, leadership development, and organizational effectiveness. Biniam Co-founded the McKinsey Center for Government, McKinsey's global hub for research, collaboration and innovation in government performance. Biniam was also the founding leader of the Development Agencies and International Aid Practice and before that the founding leader of the Real Estate Finance Practice.
- Biniam Received a B.A. from Williams College in Chemistry and an MBA in Finance and Economics from Northwestern University. When he is not busy at work he is doing continuous improvement on his kids' tree house.

Opening Remarks

9:15 – 9:30

Biniam Gebre, Acting Assistant Secretary for the Office of Housing and Commissioner of the Federal Housing Administration



Training Session 1

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Overview of the Single Family Loan Sale (SFLS) Program, Neighborhood Stabilization Outcome (NSO) Process and Loan Eligibility through Bid Day

9:30 – 10:45

Erik Cribbs

Marlene Robinson



Purpose and Objectives of SFLS and NSO

Single Family Loan Sale Program Background

- The SFLS Program was instituted in 2010. Under this program, FHA can accept assignment and sell distressed mortgages, prior to foreclosure and property conveyance to FHA, thereby avoiding costly and potentially lengthy foreclosures. Through the SFLS Program and other FHA non-foreclosure options (e.g., Claims without Conveyance of Title and Pre-foreclosure sales), FHA can assess distressed insured loans to determine the best means of proceeding with the insurance claim where loss mitigation is not successful in modifying or bringing a loan current.

Sale Name	Sale Description	Sale Date	Loan Count	Approximate UPB	Number of Pools
NEIGHBORHOOD STABILIZATION OUTCOME PROGRAM					
SFLS DASP 2012-3	NSO - Chicago, Newark, Phoenix, Tampa	9/27/2012	2,860	\$554,477,501	7
SFLS DASP 2013-1	NSO - Atlanta, Ohio, Orlando, Florida, California	03/27/2013	3,289	\$523,625,153	5
SFLS DASP 2013-2	NSO - California, Ohio, North Carolina, Chicago	07/10/2013	3,163	\$492,984,276	6
SFLS DASP 2014-1	NSO - Atlanta, Las Vegas, Indianapolis, Baltimore, Prince George County, Other	12/19/2013	4,292	\$897,937,566	7
SFLS DASP 2014-2	NSO - Atlanta, Chicago, Cumberland County, Detroit, Miami, Philadelphia, San Antonio, San Bernardino	6/25/2014	4,224	\$695,027,987	10
NSO Total	NSO		17,828	\$3,164,052,483	35
TOTAL	National and NSO		91,114	\$15,814,928,489	115

Note: The data for the SFLS 2014-1 and 2014-2 transactions is subject to change once the final Settlement data is available

- The SFLS Program maximizes recoveries to the MMI Fund, reduces claim costs, minimizes the time that assets are held by FHA, and helps keep borrowers—otherwise headed to foreclosure—in the home. The SFLS Program also serves as part of FHA’s effort to target relief to areas experiencing high foreclosure activities. For successful purchasers (Purchasers), the program is an opportunity to acquire assets at competitive prices with the flexibility to service the assets while providing borrowers an opportunity to avoid costly foreclosures. The program is meeting financial goals as the amounts offered for these assets are steadily rising as volume has increased in recent years.

Distressed Asset Stabilization Program (DASP) Background

- Under the Distressed Asset Stabilization Program (DASP), loans are segregated into two types of pools: the National/Regional pools; and the NSO pools, which are secured by properties in a limited geographic area and have specific servicing requirements designed to encourage outcomes that help stabilize neighborhoods.
- Purchasers of NSO pools are required to achieve neighborhood stabilizing outcomes on no less than 50% of the loans in each NSO pool they purchase. These acceptable outcomes include re-performance, rental to a borrower, gift to a land bank, or a loan payoff.
- By adding the NSO component to the SFLS Program, the Program strengthens its strategic focus on community stabilization.
- The NSO post-sale requirements encourage investment in communities hit hardest by the foreclosure crisis to stabilize neighborhoods. Purchasers of NSO pools are required to achieve NSO’s, as defined in the sale documentation, with respect to at least 50 percent of loans within four years.
- As shown above, recent NSO pools included approximately 18,000 loans totaling \$3.2 billion in UPB, with approximately 4,000 loans totaling \$695 million being sold in 2014 Q3. The geographic locations of the NSO pools offered in each sale are also provided below

Quarterly Report on FHA Single Family Loan Sales. Data as of May 30, 2014.

Compare and Contrast Recent NSO and National Pools



Sale Name	Sale Description	Sale Date	Loan Count	Approximate UPB	Number of Pools
SINGLE FAMILY LOAN SALE PROGRAM					
SFLS 2010	National	9/22/2010	410	\$98,318,392	3
SFLS 2011-1	National	3/9/2011	804	\$140,172,873	1
SFLS 2011-2	National	6/22/2011	517	\$87,476,679	1
SFLS 2011-3	National	9/14/2011	60	\$8,184,903	1
SFLS 2012-1	National	12/7/2011	69	\$11,983,689	2
SFLS 2012-2	National	4/25/2012	195	\$41,413,532	3
Total SFLS Program	National		2,055	\$388,550,068	11
SFLS-DASP 2012-3	National	9/12/2012	3,257	\$599,249,913	6
SFLS-DASP 2013-1	National	3/20/2013	10,447	\$1,874,331,922	10
SFLS-DASP 2013-2	National	6/26/2013	13,247	\$2,040,564,437	14
SFLS-DASP 2014-1 (Part 1 and Part 2)	National	10/30/2013 12/17/2013	21,833	\$3,854,495,136	23
SFLS-DASP 2014-2	National	6/11/2014	22,447	\$3,894,684,530	16
DASP National Total	National		71,231	\$12,263,325,938	69
Total DASP National and SFLS	National		73,286	\$12,650,876,006	80

Note: The data for the SFLS 2014-1 and 2014-2 transactions is subject to change once the final Settlement data is available

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Overview of the SFLS Program and Transaction Process



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- Over 100,000 loans sold through HUD's Note Sale program since September 2012;
- Approximately 30 different mortgage loan servicers have participated, with as few as four loans to over 10,000 loans per sale;
- Sales have been held three times per year – goal is quarterly sales; and
- Six NSO sales to date. Most recent NSO sale was November 2014.

OFFICE OF ASSET SALES



Participating Servicers: Source of loans sold in the Single Family Note Sale process



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Sample Participating Servicers in past sales:

1. Amerihome Mortgage Corporation
2. Bank of America Corporation
3. Bayview Loan Servicing, LLC
4. CitiMortgage Inc.
5. Continental Home Loans
6. Embrace Home Loans, A Rhode Island Corporation
7. First American Mortgage Trust
8. First Guaranty Mortgage Company
9. Freedom Mortgage
10. Gateway Mortgage Group LLC
11. Hartford Funding, Ltd.
12. JPMorgan Chase
13. Kondaur/MVB
14. M&T Bank
15. Mid Island Mortgage Corp.
16. MidAmerica Mortgage, Inc.
17. The Money Source, Inc.
18. Nationstar
19. PNC Mortgage
20. Real Estate Mortgage Network (“REMNET”)
21. Roosevelt
22. SunTrust Mortgage, Inc
23. Wells Fargo Bank, N.A.

What are the criteria to make a loan eligible for sale?



Criteria	Eligibility Requirement
Collateral Type	Single Family 1-4 Unit Dwelling
Unpaid Principal Balance	No Less Than \$20,000
Default	<ul style="list-style-type: none"> • Six full payments due and unpaid, or • Vacant and three full payments due • Abandoned
Loss Mitigation	<p>P-Servicer has</p> <ul style="list-style-type: none"> • evaluated loss mitigation options and has determined no such action is appropriate or, if appropriate, such action has been taken and failed, or • made diligent attempts to make contact with the borrower, but such attempts failed.



What are the criteria to make a loan eligible for sale? (continued)



Criteria	Eligibility Requirement
Mortgage Loan	<ul style="list-style-type: none"> • Not previously offered for SFLS unless non-delivery occurred as a result of: <ul style="list-style-type: none"> • additional loss mitigation actions offered by Participating Servicer, • Surchargable Damage (that has been subsequently repaired), • a bankruptcy action, or litigation (that has been subsequently resolved). • Not subject to pending litigation related either to the origination of the Mortgage Loan or the underlying Mortgaged Property securing the Mortgage Loan; and • Not subject to an Indemnification Agreement or other settlement agreement setting for specific obligations with respect to Mortgage Loan unless such obligations have been fully satisfied.



What are the criteria to make a loan eligible for sale? (continued)



Criteria	Eligibility Requirement
Mortgaged Property	<ul style="list-style-type: none"> • Is not a condemned property, • Has not been seized by the United States Department of Justice, and is not otherwise the subject of a seizure order • Has not sustained any Surchargeable Damage.
Foreclosure	<ul style="list-style-type: none"> • No foreclosure sale has been scheduled for a date prior to August 31, 2013, • There has been no foreclosure or pre-foreclosure sale, and no deed-in-lieu of foreclosure has been accepted, • The first legal action under applicable law to commence (or institute) foreclosure, as described in Mortgagee Letter 2005-30 and related mortgagee letters, which may be amended from time to time, has been taken.
Bankruptcy	<ul style="list-style-type: none"> • If the mortgage loan is a Bankruptcy Loan with a confirmed repayment plan under Chapter 13 of the United State Bankruptcy Code, the mortgagor is not current under the terms of that plan;





How to Become a Qualified Bidder

An Eligible Bidder is a person or entity that has:

1. Submitted to HUD a completed and executed Confidentiality Agreement that is in form and substance acceptable to HUD at HUD's sole discretion;
2. Certified that it is qualified to bid, by submitting to HUD a completed and executed an NSO Qualification Statement that is in form and substance acceptable to HUD, at HUD's sole discretion; and
3. Submitted to HUD a completed and executed Bid Terms Acknowledgment Form, along with any other required documentation, agreeing to be bound by certain terms upon submission of a Bid. This information will be provided in a Supplement to this Bidder Information Package.





Financial Capacity Requirements

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- Bidder is a corporation, partnership, limited liability company, or business trust with a net worth in excess of \$5,000,000 determined in accordance with Generally Accepted Accounting Principles
- Asset Manager / Property Manager and/or its holding companies have a net worth in excess of \$500,000
- To be qualified to bid on the NSO pools, Bidders must also demonstrate their qualifications in the areas of Default Servicing, Asset Management, and Property Management, as described later in the presentation





NSO Requirements

1. A loan must meet all requirements in the Conveyance, Assignment AND Assumption agreement (CAA) in order for it to be reported in a “Final” NSO category.
2. For a loan to be reported in a “planned” NSO category, Purchaser must have a plan to execute the NSO.
3. A “Final NSO: Mortgage Loan Re-Performance” category requires six months of consecutive on-time payments on an un-modified or permanently modified loan.
4. A “Final NSO: Held for Rental” requires the Purchaser take title to a property and holds it as a rental for a 3 year period beginning on the first lease date, or the end of the 4 year Post-Sale Compliance Period, whichever occurs first.
5. For the Held for Rental and Short Sale outcomes, an asset may not qualify as an NSO if the property was listed for sale or marketed as an REO at any time.
6. Purchasers must retain documentation verifying that loans qualify as NSOs for 2 years after the Post-Sale Compliance Period (see the CAA).
7. The tables provided below contain information from the Data Dictionary on data fields from the loan by loan (LBL) Data Template applicable to reporting on NSO loans.





NSO (1): Mortgage Loan Re-Performance

Qualification Requirements	Documentation Requirements
<p>Requires 6 months of consecutive on-time payments on an unmodified or permanently modified loan.</p> <p>Payments on trial payment plans do not count towards the 6 month requirement unless:</p> <ul style="list-style-type: none"> • The mortgage has been permanently modified; and • The terms are the same or better as the terms of the trial payment plan. <p>Once re-performance has been achieved, its future performance or disposition will not affect Purchaser's receipt of NSO credit.</p>	<p>Purchaser must retain payment histories documenting Mortgage Loan Re-performance to support each such NSO.</p> <p>Once Mortgage Loan Re-performance has been achieved, Purchaser shall continue to maintain performance information concerning:</p> <ul style="list-style-type: none"> • Any Mortgage Loan in Purchaser's portfolio; and • The disposition of any Mortgage Loan no longer held by Purchaser.





NSO (2): Sale to Owner Occupant

Qualification Requirements	Documentation Requirements
<p>Sales to owner occupants qualify as an NSO if one of the following the requirements is met:</p> <p>(A) Short Sale. Purchaser consents to a short sale of the property by the existing borrower directly to an owner occupant.</p> <p>(B) Deed-in-Lieu. To qualify as an NSO, Purchaser may accept a deed in lieu of foreclosure on the property by the existing borrower, followed by a direct sale to an owner-occupant within one (1) year of the date of the deed from the existing borrower.</p> <p>(C) Sale to Held-for-Rental Tenant. Purchaser sells the property, first Held-for-Rental for a period of at least 3 months to the existing tenant, who continues to occupy the property.</p> <p><i>A sale to an owner occupant does not qualify as an NSO if the property was listed for sale or marketed as an REO at any time.</i></p>	<p>(A) Short Sale. Purchaser must retain a copy of the HUD-1 Settlement Statement and obtain an Owner Occupancy certification from the new purchaser for each Sale to Owner Occupant NSO.</p> <p>The Owner Occupancy certification must be signed by the purchasers of the property and provide as follows:</p> <p>“One of the undersigned intends to occupy the subject property as his or her principal residence for a period of at least one year.”</p> <p>(B) Sale to Held-for-Rental Tenant. Purchaser must:</p> <ul style="list-style-type: none"> • Retain a copy of the lease agreement that lists new purchaser as the existing tenant at the time of the sale; • Retain a copy of the HUD-1 Settlement Statement; and • Obtain an Owner Occupancy certification as described above from the tenant/new purchaser for each Sale to Owner Occupant NSO.





NSO (3): Held for Rental

Qualification Requirements	Documentation Requirements
<p>Purchaser must take title to property and hold it as a rental unit until the earlier of:</p> <ul style="list-style-type: none"> • Expiration of a 3 year period beginning on date it is first leased; or • Expiration of the Post-Sale Compliance Period. <p>Purchaser must actively market and manage the property as a rental unit at all times during the period the property is designated as Held-for-Rental.</p> <p>Purchaser must ensure the unit meets and complies with:</p> <ul style="list-style-type: none"> • Applicable local code requirements; • Minimum Property Standards; and • Requirements under federal, state and local property rental and management laws. <p>A sale to an owner occupant does not qualify as an NSO if the property was listed for sale or marketed as an REO at any time.</p>	<p>Purchaser must retain fully executed leases for each Held-for-Rental NSO.</p> <p>For any Held-for-Rental unit that remains vacant for a period in excess of ninety (90) days during the Post-Sale Reporting Period, Purchaser's Post-Sale Reports must include an explanation of the extended vacancy.</p> <p>Purchaser must retain documentation necessary to support the Purchaser's inability to lease the unit.</p> <p>Such documentation must either:</p> <ul style="list-style-type: none"> • Demonstrate Purchaser's active marketing of the rental unit; or • Support the extended vacancy as a result of necessary rehabilitation being undertaken on the property where the extended vacancy period is the result of rehabilitation and repair of the rental unit.





NSO (4): Gift to Land Bank or ULG

A “Gift to Land Bank” includes a gift to a Unit of State or Local Government (ULG).

Qualification Requirements	Documentation Requirements
<p>To qualify as an NSO, during the Post-Sale Compliance Period, Purchaser must transfer all rights and title to the Mortgage Loan or property securing the Mortgage Loan to a Land Bank :</p> <ul style="list-style-type: none"> • At no cost to the Land Bank; and • Without receiving any benefit, property, services or money from the Land Bank in exchange. <p>Such Land Bank must be operated as a 501(c) tax-exempt organization or be a unit of state or local government.</p>	<p>Purchaser must obtain the following:</p> <ul style="list-style-type: none"> • A donation receipt from the receiving Land Bank confirming the transfer without the provision of any benefit, property, service, or money in exchange; and • Documentation of the Land Bank’s status as a 501(c) tax-exempt organization or a unit of state or local government.





NSO (5): Sale to a NSP Grantee

This NSO includes a Sale to a HUD Approved Neighborhood Stabilization Program (NSP) Grantee or Sub-Grantee.

Qualification Requirements	Documentation Requirements
<p>To qualify as an NSO, during the Post-Sale Compliance Period, Purchaser must sell the property to an NSP Grantee who has been approved by HUD as a purchaser for each specific transaction.</p>	<p>Purchaser must retain the following:</p> <ul style="list-style-type: none">• A copy of the HUD-1 Settlement Statement for each sale; and• Documentation of the NSP Grantee’s eligibility to purchase the property.





NSO (6): Mortgage Loan Satisfaction

Qualification Requirements	Documentation Requirements
<p>To qualify as an NSO:</p> <ul style="list-style-type: none">• The borrower must satisfy the mortgage debt; and• The Purchaser must ensure recordation of the release of the corresponding security instrument.	<p>Purchaser must retain the following:</p> <ul style="list-style-type: none">• Proof of the borrower’s satisfaction of the mortgage debt; and• Recordation of the release of the corresponding security instrument.





NSO (7): HUD Approved Alternative NSO

Qualification Requirements	Documentation Requirements
<p>Purchaser may petition HUD for NSO credit for novel or alternative Neighborhood Stabilizing Outcomes not listed above.</p> <p>In its sole discretion, HUD may grant Purchaser’s petition and approve an Alternative NSO, and allow such approved Alternative NSO to constitute a Neighborhood Stabilizing Outcome as required by the CAA.</p>	<p>In the event that HUD approves an Alternative NSO pursuant to the CAA, Purchaser will be notified by HUD of the corresponding NSO reporting requirements for the approved Alternative NSO.</p>





Non-Neighborhood Stabilization Outcomes

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The following are not qualifying outcomes:

- Foreclosure or deed-in-lieu resulting in an REO sale or the listing or marketing of the property for sale;
- Foreclosure or deed-in-lieu resulting in the transfer of title and possession to the Purchaser without one of the following:
 - Subsequent occupancy of the property by a rental tenant; or
 - Short-sale to a non-owner-occupant.
- Sale of a Mortgage Loan, unless the Mortgage Loan has Re-Performed as defined.
- Any other non-Neighborhood Stabilizing Outcome.





Bidder Capabilities and Approach

To determine that NSO bidders are qualified to achieve the neighborhood stabilization outcomes, Bidders must provide narratives in the following three areas, which are reviewed and scored as follows:

Factor	Category	Maximum Points
1	Default Servicing	25
2	Asset Management Capacity	10
3	Asset Management Approach	20
4	Property Management Capacity	15
5	Property Management Approach	30
	Total	100

*Minimum score necessary for approval: 70 points, but must earn **at least 50%** in every category.*





What does HUD want to see?

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Factor 1: Default Servicing

- Quantity and dollar volume of existing delinquent loans
- Quantitative information and data related to the geographic area served
- Strategies for sustainable modification and non-foreclosure disposition of delinquent loans
- Ability identify payment problems at an early stage
- Identified strategies for success (e.g. forbearance plans, workout plans, modifications, deed-in-lieu, foreclosures, short sales, short refinancings, short payoffs, and deeds-for-lease, etc.)
- Present quantitative data to support your historical success
- Track record of proactive outreach and success in obtaining re-performance and non –foreclosure outcomes
- Creative strategies and quantitative data to support the strategies





What does HUD want to see? (continued)

Factor 2: Asset Management Capacity

- Quality track record for asset management for 2+ years
- Professional, capable staff and corporate expertise in asset management of scattered single family rental and small multifamily
- Evidence of proactive asset management strategies

Factor 3: Asset Management Approach

- Feasible business plan to achieve the desired neighborhood stabilization outcomes
- A viable financing plan with funding sources and assumptions for property rehabilitation
- Quality control and oversight for proactively managing risk
- Innovative strategies for keeping owner occupants in the homes
- Business processes for completion of critical tasks





What does HUD want to see? (continued)

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Factor 4: Property Management Capacity

- Experience providing property management to similar type and scope of properties
- Necessary skills and resources to manage a similar type and scope of properties in the requested areas
- Sufficiency of property management tools – software for capturing property management tasks

Factor 5: Property Management Approach

- Leasing management and tenant relations
- Local engagement with particular area needs, companies, and neighborhoods
- System for reporting on existing portfolio: budget reports, repairs, finances, tenant information
- Process for ascertaining and completing necessary repairs and rehabilitation of properties





Sample Timeline of an Asset Sale

Milestone Description	Sample Timeline
Due Diligence Period Begins	X
Bid Terms Acknowledgement Form Due	X + 20 days
Due Diligence Period Ends	X + 22 days
Deposit Wired – Deadline	X + 22 days
Bid Date	X + 22 days
Best & Final Bids (if necessary)	On or after [X + 22 days]
Award Date	On or after [X + 23 days]
First Settlement Date	On or about [X + 60 days]
Final Settlement Date	On or about [X + 100 days]
Servicing Transfer Date	On or about [X + 130 days]



Due diligence on loan file information within the Aggregate Loan Database (ALD)



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- The ALD is provided for each Mortgage Loan and is comprised of two spreadsheets for each individual and aggregate Mortgage Loan Pool.
- The ALD includes information on each Mortgage Loan obtained by HUD from the Participating Servicers unless otherwise noted in the ALD Data Dictionary.
- The information in the ALD may be updated prior to the Bid Date as part of Bidder Information Package Supplement(s) and to the extent additional information becomes available.

OFFICE OF ASSET SALES





Due Diligence

- To assist Bidders in the preparation of their Bids, HUD identified, compiled and obtained from the Participating Servicers, the Due Diligence Materials for each Mortgage Loan.
- HUD's compilation of Due Diligence Materials consisted solely of data accumulation and did not include any credit underwriting.
- Bidders must be registered with HUD to review the Due Diligence Materials. Once prospective bidders have completed the eligibility process, they may review the Due Diligence Materials for which they are eligible on the Transaction Specialist's secure website.
- The Due Diligence Materials will be available to Bidders electronically through Bid Day. Bidders should expect to experience different speeds at which they access information depending on the quality of their internet access. Electronic access is available 24 hours a day, 7 days a week.





Due Diligence Materials

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- The Due Diligence Materials include the following, where available:
 - ALD;
 - Current BPO for each Mortgage Loan;
 - Loan Payment Histories;
 - General Loan Comments; and
 - Mortgage Loan Files.
- The ALD includes information on each Mortgage Loan obtained from the Participating Servicers and BPO providers by HUD, and provides a recent Fair Isaac Corporation (“FICO”) credit score where available. The information in the ALD may be updated as part of the Bidder Information Package Supplement(s) prior to the Bid Date as and to the extent additional information becomes available. The BPOs are further described in the subsection below.
- The Loan Payment Histories and General Loan Comments will include historical payment information and general loan servicing information for the most recent 36 months, where available, obtained from the Participating Servicers by HUD.





Broker's Price Opinion

- Any BPO Dates that are missing will be provided in a Supplement to this Bidder Information Package, if received. Current BPOs are ordered by the Participating Servicers on all of the Mortgage Loans in the Sale.
- Each BPO provides a detailed description of the subject property and related information on comparable properties. Additionally, the BPOs provide a description of the neighborhood, a color photograph of the subject property, an estimated market value assuming an orderly sale, an estimated market value assuming a quick sale, and sales data on comparable properties. Some of the BPO information is available in the ALD.
- Information provided with regard to the BPO reports may not be accurate or complete. BPO reports are subject to change, and may be updated prior to the Bid Date. Revised BPO reports will be posted to the Transaction Specialist's website as applicable. A complete list of the revised BPO reports, if any, will be provided in a Supplement to this Bidder Information Package.



What are the contents of the Bidder Information Package?



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- I. INTRODUCTION
 - II. EXECUTIVE SUMMARY
 - III. SUMMARY TIMETABLE
 - IV. BID INSTRUCTIONS AND CONDITIONS
 - V. DUE DILIGENCE
 - VI. CLOSING INSTRUCTIONS
 - VII. QUESTION SUBMITTAL
 - VIII. POST SALE SERVICING AND REQUIREMENTS
- A: KEY CONTACTS
 - B: SINGLE FAMILY LOAN PROGRAMS
 - C: LOAN ELIGIBILITY GUIDELINES
 - D: MORTGAGE LOAN POOL STRATIFICATIONS
 - E: AGGREGATE LOAN DATA
 - F: DOCUMENT MATRIX

Exhibits:





Training Session 2

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Bid Day through Settlement and Servicing

11:00 – 11:45

Erik Cribbs

Emily Heller



Sample Timeline of an Asset Sale

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Due Diligence Period Begins	X
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Due Diligence Period Ends	X + 22 days
Deposit Wired – Deadline	X + 22 days
Bid Date	X + 22 days
Best & Final Bids (if necessary)	On or after [X + 22 days]
Award Date	On or after [X + 23 days]
First Settlement Date	On or about [X + 60 days]
Final Settlement Date	On or about [X + 100 days]
Servicing Transfer Date	On or about [X + 130 days]





What is a Bid?

- A Bid is an offer to purchase all of the assets in an individual Mortgage Loan Pool. Bidders may submit Bids on any of the individual or multiple Mortgage Loan Pool(s).
- A Bid is an offer to purchase all of the assets in an individual or aggregate Mortgage Loan Pool. Bidders may submit Bids on any of the Mortgage Loan Pools for which they are qualified to bid.
- The Maximum Bid represents the highest total amount bid on all Mortgage Loan Pools by a single Bidder.





Bid Terms

Bid Terms

- Each Bidder is solely responsible for, and bears the risk of, the proper completion, submission and delivery of its Bids, including any and all related documentation for the Bid. Neither HUD, nor any of its affiliates, officers, directors, partners, employees, contractors, subcontractors, or agents accepts any responsibility for: (i) mistakes in the completion or submission of any Bid or (ii) any undelivered Bid or any Bid delivered early or late (regardless of whether the inability to submit a Bid within the timeframes specified is due to communications failure or speed).

Assigned Bid Percentage

- Assigned Bids are to be greater than or equal to zero (no negative Assigned Bids or Assigned Bids currently in excess of 200% will be accepted), expressed as a percentage carried to one hundred thousandth of one percent, and represent the percentage of UPB to be paid for each Mortgage Loan. The sales price is the result of multiplying the UPB for each Mortgage Loan in the Mortgage Loan Pool by the Bid Percentage . At Settlement the final sales price will be computed from the UPB at the time of Claim Payment.

Bid Date / Time

- Currently, Bids may only be submitted online via the Transaction Specialist’s website during the period from 10:00 a.m. through 1:00 p.m. on Bid Day. Detailed bidding instructions will be provided in a Supplement to this Bidder Information Package.
- No Bids can be submitted before 10:00 a.m. or after 1:00 p.m. on the Bid Date.





Bid Procedures

Bid Date

Currently, Bids will be accepted only during the period from 10:00 a.m. to 1:00 p.m. on Bid Day.

Form of Sale

Sealed bid competitive auction.

Eligible Bidder

Bids will be accepted only from HUD-approved persons or entities that have completed, executed, and submitted a Confidentiality Agreement, Qualification Statement, Bid Terms Acknowledgement Form, and have submitted a Bid Deposit.

Supplements to the Bid Package

Supplements to this Bidder Information Package will be posted from time to time on the Transaction Specialist's website. Bidders will be required to acknowledge receipt of such Supplements on bid day in the Bid Terms Acknowledgement Form.





Bid Deposit

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- Bidders will be required to wire transfer a deposit equal to the lesser of \$5,000,000 or 10% of the Bidder's Maximum Bid as defined above. Upon notification of the winning bid(s) by HUD, Bidders will be required to wire transfer an additional deposit equal to the difference, if any, between the Bid Deposit and 10% of aggregate winning bid(s) prior to HUD awarding the winning bids.
- Fifty Percent (50%) of the Bid Deposit will be used to offset the Sales Price on the First Settlement Date and fifty percent (50%) of the Bid Deposit will be used to offset the Sales Price on the Second Settlement Date.
- The Bid Deposit may be received the day before Bid Day and must be received prior to 1:00 p.m. on Bid Day.
- Any Additional Deposit must be received by 1:00 p.m. on the next business day following the Bid Date.
- The Bid Deposit and Additional Deposit must be in the form of immediately available funds and sent in accordance with the Wire Transfer Instructions that will be included in a Supplement to this Bidder Information Package.
- Bidders will not be paid interest or earnings on their Bid Deposits or Additional Bid Deposits. If a Bidder increases its Bid in connection with a Best and Final Bid, HUD reserves the right to require that the Bidder increase its Bid Deposit within a time frame specified by HUD.
- Non-winning Bidders' deposits will be returned on a timely basis.





Bid Award

- It is anticipated that awards will be made on or about one business day after Bid Day. The winning Bidder shall be identified as the Purchaser (as defined in the CAA). HUD will attempt to first notify the Purchaser(s) by telephone and will confirm its acceptance of one or more of the Bids by email of a Bid Confirmation Letter on the Award Date. An original Bid Confirmation Letter will be sent to each Purchaser by either certified mail, return receipt requested, or overnight courier. Each Bid Confirmation Letter will identify the Mortgage Loans that the Purchaser has been awarded and the amount of the Bid Deposit being held on account for the Purchaser.
- A Purchaser's Deposit, up to the amount of the Sales Price for the Pool(s) awarded to the Purchaser, is not refundable. Fifty Percent (50%) of the Bid Deposit will be used to offset the Sales Price on the First Settlement Date and fifty percent (50%) of the Bid Deposit will be used to offset the Sales Price on the Second Settlement Date.





Claim Date

- The Claim Date for each Mortgage Loan in the Sale is the date on which the Participating Servicer is paid the FHA Insurance Claim by HUD. This is the effective date on which HUD sells, transfers, assigns, sets over and conveys to Purchaser all rights, title and interest of HUD in and to the Mortgage Loan as set forth on Schedule I to the CAA for such Mortgage Loan.





Closing Instructions

Settlement Dates

- HUD will schedule Settlement Dates with Purchaser(s).

Settlement Statements

- No later than two (2) Business Days prior to each Settlement Date, HUD shall provide Purchaser(s) with a written Settlement Statement identifying the Settlement Date and the amount due on the Settlement Date as described in the CAA.

Mortgage Loan Payments

- Payments received by the Participating Servicers from any mortgagor after the Claim Date will be allocated to the Purchaser in accordance with the terms of the CAA.

Settlement Date Payment

- Settlement Date Payments will be accepted from 9:00 a.m. through 1:00 p.m. on the applicable Settlement Date. The Settlement Date Payment must be in the form of immediately available funds and sent to HUD in accordance with the instructions contained in the Settlement Statement.





Closing Instructions (continued)

Collateral Files

- Within ten (10) Calendar Days after the Settlement Date, the Participating Servicer is required to deliver to the Purchaser a complete Collateral File for each of the Mortgage Loans sold to Purchaser pursuant to Section 2.01 (a) and (b) of the CAA on such Settlement Date.

Mortgage Files

- The Mortgage Files will be provided to Purchasers as provided in the CAA.

Recordation of Assignments of Mortgage

- For Mortgage Loans not registered in the Mortgage Electronic Registration System (“MERS”), Purchaser (at its expense) shall utilize the Limited Power of Attorney to endorse from HUD to Purchaser the original Notes and deliver or cause to be delivered the Assignments of Mortgage for recordation within thirty (30) days after receipt in accordance with the provisions of the CAA.





Post Sale Servicing Requirements

- The Mortgage Loans must be serviced by a servicer that is either an FHA-approved mortgagee and/or a Fannie Mae or Freddie Mac approved servicer.
- **All of the Mortgage Loans will be sold servicing released.** The Purchaser(s) will be responsible for servicing via the Interim Servicer the Mortgage Loans from the Claim Date. Pursuant to the terms of the CAA, the Purchaser(s) shall be required to avoid finalizing any foreclosure action for six months from the applicable Settlement Date for each Mortgage Loan that is owner occupied unless there are extenuating circumstances.
- For loans where a foreclosure is completed prior to the end of the six-month period, the Purchaser shall report reason(s) for the foreclosure as part of the Post Sale Reporting Requirements as specified by HUD. Purchaser shall provide a self-certification regarding compliance in the format specified by HUD with the first two Post-Sale Reports.
- The Mortgage Loans are currently being serviced by the Participating Servicers. They are responsible for data collection and maintenance on all of the Mortgage Loans. Billing, collection of payments, and data file management functions are also handled by the Participating Servicers.
- On the First Settlement Date the Purchaser(s) will enter into interim servicing agreements with the Participating Servicers. Following the Claim Date the Participating Servicers shall continue to service the Mortgage Loans until the Servicing Transfer Date on behalf of the Purchaser(s).





Lunch

11:45 – 1:00

Industry Panel 1: Keys to Building a Successful Purchasing Team

1:00 – 2:00

Panel Moderator - NCC

Bayview Asset Management

Carrington Mortgage Services

Roosevelt Management Company

Wells Fargo Securities



HUD SINGLE FAMILY NOTE SALE 101 INDUSTRY PANEL #1

KEYS TO BUILDING A SUCCESSFUL PURCHASING TEAM

Alignment of Interests

What NFP's can bring to a partnership that assist with achieving NSO eligible outcomes and benefit borrowers, investors, asset managers and advance the mission of NFP's:

- Knowledge of Community
 - Range from local neighborhoods to a state
 - Better position to provide outreach to borrowers
- Relationships with government
 - Local, state, federal government relationships
- Public or philanthropic funding commitments
- Services
 - Loss Mitigation Management
 - May include management or assistance with loan modifications, deed-in-lieu's and short sales
 - Outreach/Counseling
 - REO management assistance
 - REO purchases

Panelists



Wells Fargo Securities

Lyndsay Wegman

Director

Roosevelt Management Company

Pete Barkey

Senior Managing Director, Whole
Loan Trading

Carrington Mortgage Services

Rudy Orman

Managing Director

Bayview Asset Management

Carlos Prevolis

Vice President

Bayview Asset Management, LLC

- Bayview Asset Management, LLC (“BAM”) is a full service mortgage investment firm with expertise in the analysis and management of distressed and performing mortgages
- Bayview Loan Servicing (“BLS”) is a wholly owned subsidiary of BAM and maintains high ratings for special servicing (one of only two active residential special servicers to receive S&P’s highest rating level)
- BLS has approximately 1,300 employees in five main locations across the United States servicing nearly 125,000 commercial and residential loans with a UPB of over \$26 billion as of September 30, 2014
- Using a principal mindset, BLS’s strategy focuses on working with customers to avoid foreclosure and drive home retention:
 - We believe BLS has the lowest number of loans per full-time-employee (FTE) in the industry – ranges between 80-120 (97 as of September 30, 2014) – and that allows for the level of high-touch servicing needed to achieve high contact and treatment rates
 - Variety of modification programs including HAMP and supplemental programs with extensive use of principal reduction
 - Since 1999 we have conducted over 7,000 servicing transfers



Roosevelt Management Company Rushmore Loan Management Services Overview



February 2015

Confidential | 1

Roosevelt Management Company Vertically Integrated Platforms



Asset Management Roosevelt Management Company

- Purchased \$5+BB of credit sensitive assets since 2008
- Currently Managing \$1+BB of equity capital on behalf of four institutional investors
- Hired as credit risk and asset manager on \$1.5bb of assets in 2014
- SEC registered investment advisor



Servicing Rushmore Loan Management Services

- Servicing \$8 billion of credit-sensitive loans for ~20 different 3rd party clients
- Licensed in all 50 states, D.C. and Puerto Rico
- Agency approved to purchase and own MSR's
- Legacy free platform built with investor mindset



Origination Rushmore Home Loans

- Wholesale origination platform operating as a division of RLMS
- Fannie, Freddie, Ginnie seller servicer approved
- Licensed to originate in 48 states



REO Management Dakota Asset Services

- Real estate and property management services
- Managing the marketing and sale of 2,000+ real estate assets
- Enhances investor returns through asset level strategies with a focus on repairs



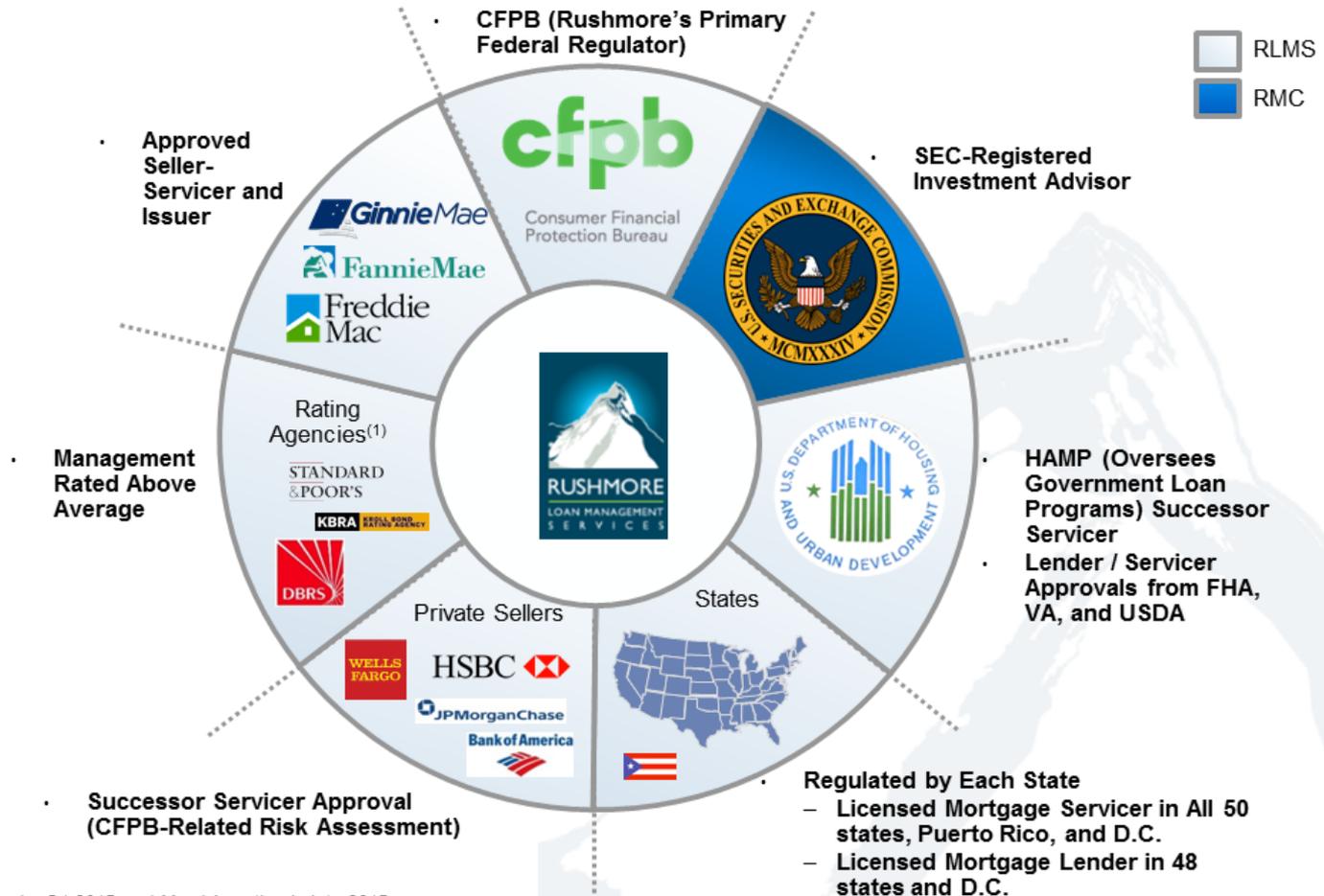
Key

- ★ Servicing / Origination
- ★ Capital Markets & Asset Management
- ★ REO Management & Disposition

Full Time Employees

Irvine, CA	225
Dallas, TX	125
Puerto Rico	50
New York, NY	30
Houston, TX	20
Other	10
Total	460

Licenses & Approvals



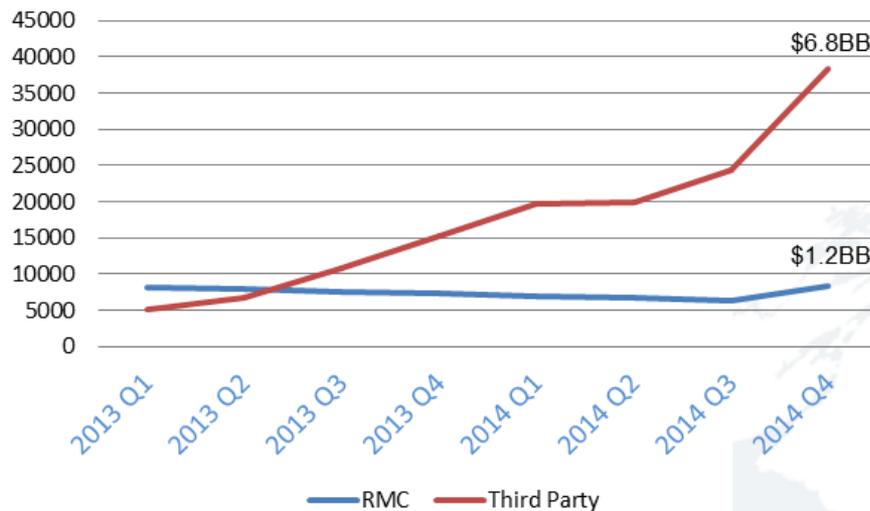
(1) Targeting a Fitch rating by Q1 2015 and Moody's rating in late 2015

Partnerships and Third Party Servicing

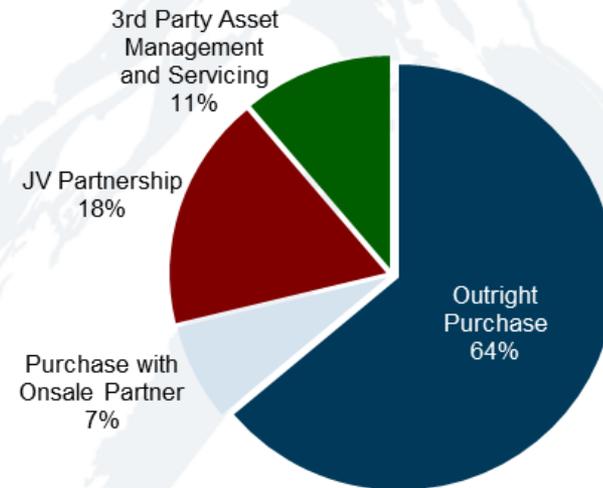
Highlights

- RLMS began accepting 3rd party servicing clients in Q4 2012
- Disciplined growth with a focus on 3rd Party Special Servicing
- Currently Servicing for over 120 separate trusts
- Completed both public and private securitizations on behalf of institutional investors
- Extensive experience with financing partners and securitization underwriters
- Leverage 40+ investment relationships to co-invest on assets by focusing on partner objectives

RMC & Third Party Portfolio Growth (Loan Count)



Acquisitions with Bidding Partners Since Inception (% Total UPB)



HUD Experience

- Rushmore has boarded more than 12,000 HUD auction assets totaling \$2BB
 - Servicing and boarding experience on both National and NSO pools
 - 38 transfers including multi servicer pools
 - Service HUD loans for 7 individual 3rd party clients
 - First transfer second quarter of 2013
- Servicing Strategies
 - Occupancy status is verified as soon as possible
 - Proactive Loss Mitigation: partnering with the investor to identify creative strategies to improve ratio of positive outcomes on occupied properties
 - Work with HUD approved counselors and local HHF authorities
- Strong experience boarding loans from 12 prior HUD servicers



Roosevelt Asset Management

SEC-registered investment advisor and asset manager

- Based in New York, NY, and Dallas, TX, with 45 full-time employees
- Currently managing assets on behalf of 4 separate institutional clients
 - Investment advisory and capital management
 - Credit risk manager – asset management functions limited to transaction oversight and underwriting support
- Few competitors in marketplace. None with comparable breadth and quality of service
- RMC investment advisory platform built for scale and flexibility with regard to asset types and credit quality
- In addition to full-service investment advisory, RMC also offers individual components of its asset management services, with “credit risk management” being a commonly sought bundle of services

Function	Investment Advisory Services	
	Full Service	Credit Risk Management
Business Development	✓	
Analytics	✓	
Research	✓	
Trading	✓	
Legal	✓	
Financial Control	✓	
Transaction Management	✓	✓
Underwriting	✓	✓
Asset Management	✓	✓
Portfolio Admin	✓	✓
Portfolio Analytics / Reporting	✓	✓

Disclaimer

Asset investment opportunities identified by us may be offered to related party clients of RMC prior to the offering of such opportunities to other clients.

The information contained herein (and in the exhibit) is furnished to you to assist you in making a preliminary analysis of the potential transaction or business relationship described herein (the "Transaction"). This information is submitted on a confidential basis and may not be reproduced in whole or in part, nor may it be distributed or any of its contents disclosed to anyone other than the Bank (and its legal, tax, financial and accounting advisors for the purpose of making a preliminary analysis of the Transaction) to whom it has been submitted by us.

We are not, by making this material available, providing investment, legal, tax, financial, accounting or other advice to you or any other party, and no information or material contained herein is to be relied upon for the purpose of making or communicating investment or other decisions nor construed as either projections or predictions. We are not acting as an advisor or fiduciary in any respect in connection with providing this information. We transact business with counterparties on an arm's length basis and on the basis that each counterparty is sophisticated and capable of independently evaluating the merits and risks of each transaction and that each counterparty is making an independent decision regarding any transaction. You must make your own independent decisions regarding any investment through the structure preliminarily described herein and any such decision should be made only after conducting such investigations as you deem necessary and consulting your own legal, tax, financial and accounting advisors in order to make an independent determination of the suitability, risks and consequences of a such an investment structure.

**WELLS
FARGO**

SECURITIES

Wells Fargo Securities

Residential Mortgage Finance

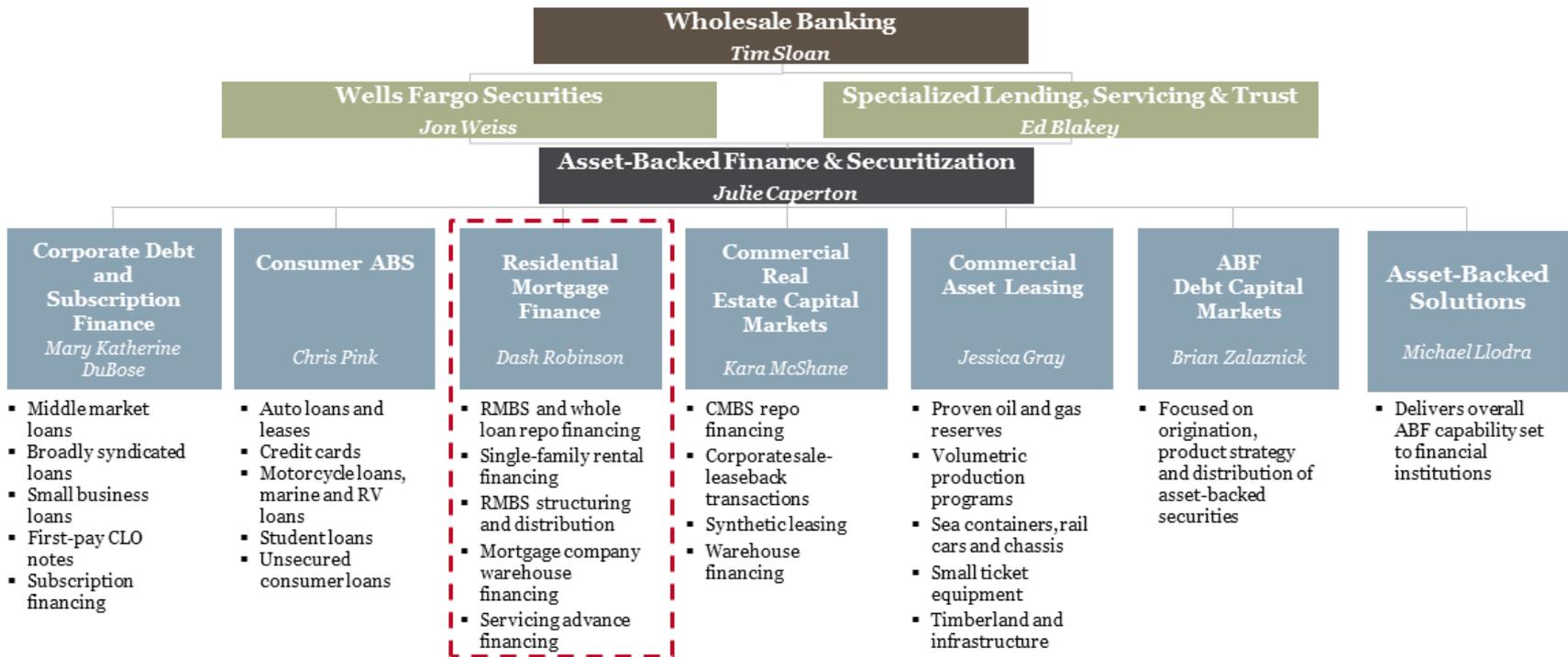
February 2015

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Together we'll go far



Wells Fargo Securities - Residential Mortgage Finance



- Wells Fargo Securities' Residential Mortgage Finance Group provides both capital markets and financing solutions to companies and investors that own, originate or invest in residential real estate loans and securities, including the following:



Wells Fargo Securities - Residential Mortgage Finance

Wells Fargo Securities
has been the **primary post-crisis innovator**
in providing capital market solutions, balance sheet financing and sales and advisory services for a wide range of residential mortgage assets

Capital Markets Solutions

- WFS is the market's #2 arranger of residential NPL and RPL securitizations, having served as advisor on over \$8.4BN in total volume since 2011
- Maintains an established track record of successful bond placement for a variety of first time issuers, including CarVal, Ranieri/Selene, Neuberger Berman, Altisource and Oak Hill Advisors
- Consistently recognized by investors as a thought leader in the asset class

Financing

- WFS is the market's largest provider of balance sheet financing for residential mortgage and related asset portfolios
- Finances a select group of well-capitalized NPL/RPL investors, including REITs, private equity funds and separate accounts within money managers, and currently lends to seven of the market's most active buyers
- Existing lending arrangements include 59 facilities (\$7.4BN funded) for residential mortgage loan products, including newly originated, seasoned non-performing and re-performing loans, servicing advances, REO assets and mortgage-backed securities
- Other financing solutions include single-family rental and Ginnie Mae early buyout facilities

Sales and Advisory

- Advised four banks in 2014 on strategic dispositions of residential mortgage portfolios totaling over \$2.6BN in UPB
- Mandated by two globally recognized asset managers on their NPL and RPL portfolio sales of over \$450MM in aggregate UPB
- Advised Wells Fargo Home Mortgage on 21 NPL/RPL sales (\$4.3BN total UPB) since 2012
- Mandated to advise FDIC on loss-share unwind effort (REO-to-rental)
- Provides portfolio valuation, including potential foreclosure/liquidation timelines, loss severity assumptions and the application of various stress scenarios to a host of clients
- Deep relationships with the largest and most active sellers and investors in the NPL/RPL market

Wells Fargo Securities - Residential Mortgage Finance

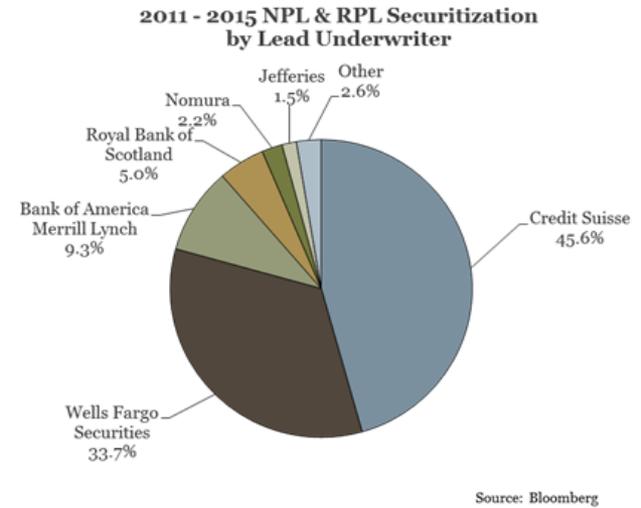
- WFS continues to lead the NPL/RPL space in both financing and securitization and was the top-ranked bookrunner of securitizations for 2011, 2012 and 2013

NPL & RPL RMBS - U.S. Domestic Bookrunner 2014						
(\$ in Millions)						
Rank	Dealer	Left Lead Volume	Left Lead No. of Deals	Left Lead Market Share	Right Lead Volume	Right Lead No. of Deals
1	Credit Suisse	6,697	18	60.2%	0	0
2	Wells Fargo Securities	2,974	17	26.7%	355	4
3	Bank of America Merrill Lynch	744	5	6.7%	1,261	6
4	Royal Bank of Scotland	364	3	3.3%	193	1
5	Nomura	350	2	3.1%	82	1
6	HSEC	0	0	0.0%	1,948	5
7	Citigroup	0	0	0.0%	924	4

Source: Bloomberg

NPL & RPL RMBS - U.S. Domestic Bookrunner 2011 through 2015						
(\$ in Millions)						
Rank	Dealer	Left Lead Volume	Left Lead No. of Deals	Left Lead Market Share	Right Lead Volume	Right Lead No. of Deals
1	Credit Suisse	9,620	30	45.6%	186	1
2	Wells Fargo Securities	7,097	48	33.7%	1,353	12
3	Bank of America Merrill Lynch	1,969	16	9.3%	2,822	17
4	Royal Bank of Scotland	1,050	11	5.0%	605	4
5	Nomura	463	4	2.2%	82	1
6	Jefferies	327	4	1.5%	175	1
	Other	556	6	2.6%	2,882	9

Source: Bloomberg



- Since 2011, WFS has acted as Lead or Co-Lead Placement Agent on 60 securitizations backed by approximately \$16.4BN of collateral with a total of \$8.4BN of bonds placed, including the following:

 STWH 2014-NPL2 \$25,000,000 June 2014 <i>Sole Bookrunner</i>	 BOMFT 2014-18NPL \$148,000,000 June 2014 <i>Left Bookrunner</i>	 BOMFT 2014-19NPL \$63,600,000 June 2014 <i>Right Bookrunner</i>	 BOMFT 2014-12RPL \$154,000,000 July 2014 <i>Left Bookrunner</i>	 BOMFT 2014-20NPL \$43,600,000 August 2014 <i>Right Bookrunner</i>	 SMLC 2014-NPL1 \$365,000,000 August 2014 <i>Sole Bookrunner</i>	 GCAT 2014-2 \$200,175,000 September 2014 <i>Co-Lead Right</i>
 ARLP 2014-1 \$150,000,000 September 2014 <i>Sole Bookrunner</i>	 BOMFT 2014-15RPL \$144,000,000 October 2014 <i>Left Bookrunner</i>	 OHART 2014-NPL2 \$263,000,000 November 2014 <i>Sole Bookrunner</i>	 BOMFT 2014-16RPL \$462,000,000 November 2014 <i>Left Bookrunner</i>	 BOMFT 2014-21NPL \$261,000,000 November 2014 <i>Left Bookrunner</i>	 SMLC 2014-NPL2 \$258,000,000 November 2014 <i>Sole Bookrunner</i>	 TPMT 2015-1 \$244,378,000 January 2015 <i>Right Bookrunner</i>

Disclaimer



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To ensure compliance with requirements imposed by the IRS, we inform you that any tax advice contained in the Materials is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding tax penalties or (ii) promoting, marketing or recommending to another party any transaction or matter addressed herein.

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Reminder: Sign Up for Speed Networking

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Reminder: Sign Up for Speed Networking

- All of the industry panelists you will hear from this afternoon as well as the Asset Sales Office have agreed to participate in a Speed Networking session beginning at 3:30pm.
- Throughout the day, as you hear presentations and are interested in hearing more from the speaker, please reserve a seat during the Speed Networking session at the relevant table for follow up.
- We will have four 15 minute sessions followed by the day's closing remarks.

Industry Panel 2: After the Win - Successful Asset Management

2:15 – 3:15

Panel Moderator - NCC

Fay Servicing

HMC Assets

JPMorgan Securities

Neuberger Berman

Pretium Mortgage Credit



HUD SINGLE FAMILY NOTE SALES 101 INDUSTRY PANEL #2

AFTER THE WIN - SUCCESSFUL ASSET MANAGEMENT

Alignment of Interests

Services that eligible NSO outcomes and benefit borrowers, investors, asset managers and advance the mission of NFP's:

- Loss Mitigation services (or management of service providers that provide local services), which will involve getting approved as a vendor to the Servicer and may include one or all of the following:
 - Borrower outreach, financial counseling and education, document collection
 - Applying public funds to assist in offset principal reduction for a perm MOD
 - If public funds are used there may be delegated authority to NFP for MOD approvals
 - Post modification follow up
 - Obtaining borrower consent for DIL's and Short Sales
- REO management or purchasing REO's, which may include:
 - Purchasing the REO from the investor
 - Applying public funds to offset the cost of acquisition or renovation costs
- Public funding commitments and management of these funds/services



Panelists



JPMorgan Securities

John Winchester

Executive Director of Global
Securitized Products

Fay Servicing

Ed Fay

Chief Executive Officer

Pretium Mortgage Credit

John Lynch

Chief Operating Officer

Neuberger Berman

Dmitry Gasinsky

SVP, Head of Quantitative Research
& Analytics

HMC Assets

Jim Helfrich

Partner





FAY SERVICING

Fay Servicing, LLC

HUD Non-Profit Seminar

February 5, 2015

Corporate Background & Strategy: Company Profile

Corporate Information	<ul style="list-style-type: none">▪ Incorporated in April of 2008 and headquartered in Chicago, IL▪ First lien servicing portfolio of over \$6B UPB and over 320 FTEs▪ Licensed to service in all 50 states, Washington D.C, Puerto Rico and the Virgin Islands
Ratings & Approvals	<ul style="list-style-type: none">▪ Ginnie Mae Issuer, Fannie Mae and HUD Servicer, approved for Freddie Mac component servicing▪ Fitch Residential Subprime and Special Servicer Rating: RPS3 and RSS3, respectively; Outlook Positive▪ S&P Residential Mortgage Subprime and Special Servicer Rating: AVERAGE with a Stable Outlook▪ DBRS Operational Assessment: Approved for RMBS servicing
Other Information	<ul style="list-style-type: none">▪ Winner of 2013 “Illinois Workplace Achiever” designation awarded by Chicago Tribune based on employee survey which ranks FAY among the top 126 places to work in Illinois▪ Private-Label Securitization expertise: 7 securities performing (including jumbo), re-performing and non-performing mortgages





Jim Helfrich

jh@hmcassets.com

Gary McCarthy

gm@hmcassets.com

CORONA
Asset Management

Figure I:

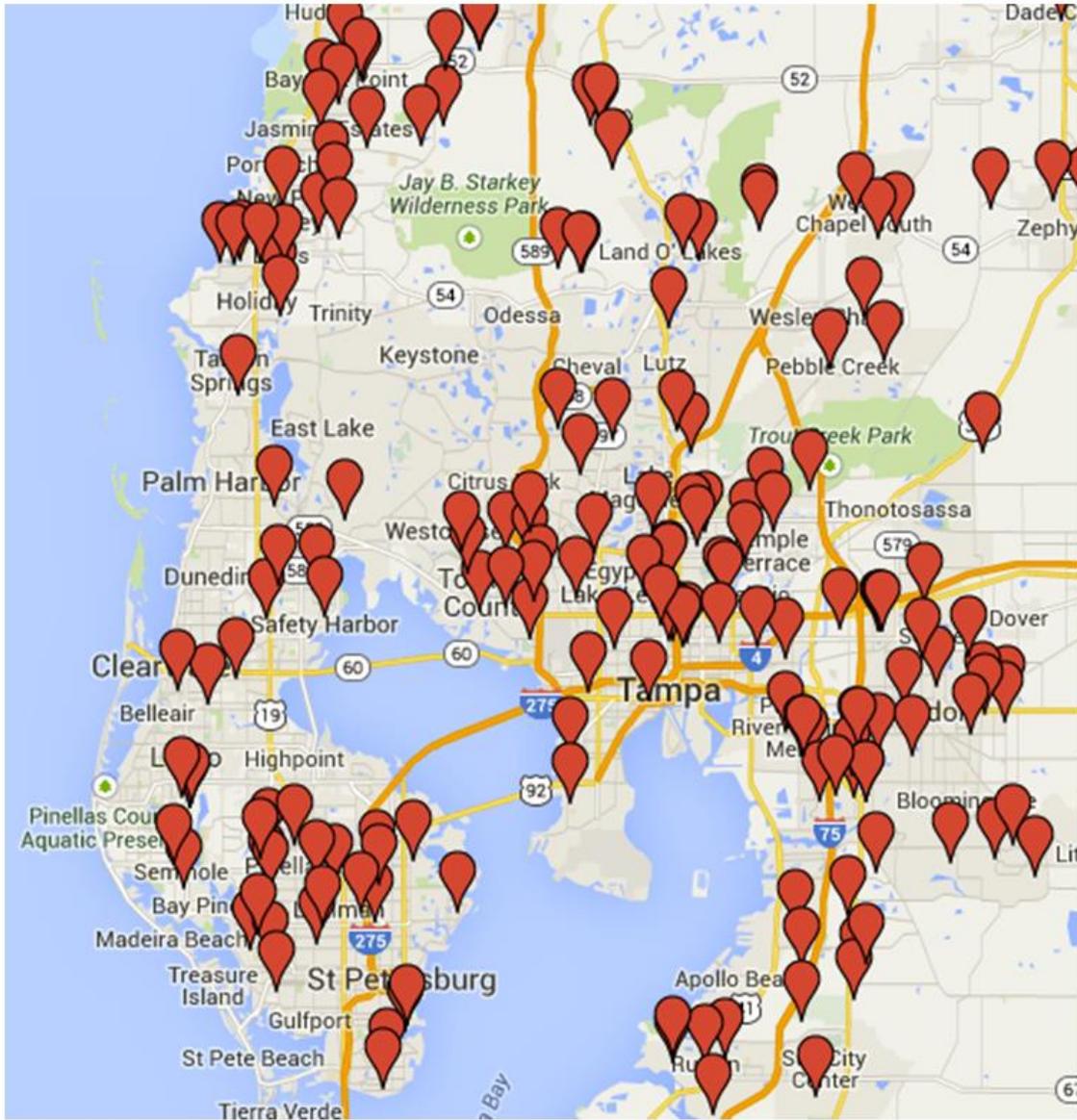


Figure II:



Firm Overview

Fourth Quarter 2014



Neuberger Berman: Overview

We are a leading independent private asset management firm

EXPERIENCE	1939 year founded	28 average years of portfolio manager industry experience	94% of client's assets managed by lead PMs who have 20+ years of industry experience
STABILITY	2 nd Best Place to Work in Money Management for 2014 among organizations with over 1,000 employees by <i>Pensions & Investments</i>	97% annualized retention rate of Investment Professionals at SVP and MD level over 3-year period	97% annualized retention rate of Investment Professionals at SVP and MD level since 2009
ALIGNMENT	100% owned by ~400 employees ¹	up to 25% annual compensation contingent/deferred	up to 50% portfolio manager deferred compensation directly linked to own strategies, remainder in the firm and our strategies
PERFORMANCE	80% of firm's equity AUM outperformed their benchmarks for the most recent 10-year period ²	77% of the firm's fixed income AUM outperformed their benchmarks for the most recent 10-year period ²	99% of all NB private equity funds raised between '02 and '12 outperformed MSCI World Index + 300 bps since inception period ²

Sources: Neuberger Berman, FactSet. All information is as of December 31, 2014, except as otherwise noted. Firm data reflects the collective data for the various subsidiaries of Neuberger Berman Group LLC. See Additional Disclosures for additional information on the definition of "investment professionals" and certain exclusions.

1. Employee ownership includes employees, recently retired employees and their permitted transferees.

2. AUM outperformance data is asset-weighted and based on the gross of fee performance of the firm's traditional equity and fixed income strategies against their respective benchmarks and peer categories. Individual strategies may have experienced negative performance during certain periods of time. NB private equity fund outperformance data is gross of fees and as of March 31, 2014. See Additional Disclosures for additional information regarding AUM outperformance (including 3- and 5-yr statistics) and private equity outperformance statistics. Indexes are unmanaged and are not available for direct investment. Investing entails risks, including possible loss of principal. Past performance is no guarantee of future results.

Our Investment Platform

\$250 billion assets under management¹



All information as of December 31, 2014, except as otherwise noted. Firm data reflects collective data for the various affiliated investment advisers that are subsidiaries of Neuberger Berman Group LLC.

1. Includes \$118.5 billion in Equity assets, \$102.8 billion Fixed Income assets and \$28.8 billion in Alternatives assets under management.

2. Committed Capital is a contractual agreement between an investor and a fund that obligates the investor to contribute that money to the fund as requested. The investor will generally make contributions over a period of time, typically over a number of years. Committed capital represents commitments since inception.

3. 3-Years as of December 31, 2014 by sales channel. New Institutional mandates represents institutional wins across all investment vehicles. Registered Funds includes Neuberger Berman sponsored U.S. registered 40 Act open-end fund and non-U.S. offshore funds (i.e. UCITS).

Global Presence

Headquartered in New York, with regional headquarters in London, Hong Kong and Tokyo



- New York (Global Headquarters)
- Chicago
- Dallas
- Atlanta
- Boston
- Houston
- Los Angeles
- San Francisco
- Tampa
- West Palm Beach
- Wilmington
- Buenos Aires
- Bogota
- Toronto



- London (Regional Headquarters)
- The Hague
- Dubai
- Frankfurt
- Milan
- Paris
- Zurich



- Hong Kong (Regional Headquarters)
- Tokyo (Regional Headquarters)
- Shanghai
- Singapore
- Melbourne
- Seoul
- Taipei

As of January 1, 2015.
 Blue denotes Global Headquarters, Regional Headquarters or Primary Portfolio Management Center.

Disclosures

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All information as of the date indicated, except as otherwise noted. Firm data, including employee and assets under management figures, reflect collective data for the various affiliated investment advisers that are subsidiaries of Neuberger Berman Group LLC (the "firm"). Firm history/timeline information dates back to the 1939 founding of Neuberger & Berman (the predecessor to Neuberger Berman LLC), and highlights key business expansions, including those that resulted from acquisitions of the various affiliated investment advisers that now comprise the firm. Investment professionals referenced include portfolio managers, research analysts/associates, traders, and product specialists and team dedicated economists/strategists.

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Pretium Partners



- Pretium Partners is comprised of a highly-qualified team of experts with deep industry knowledge and extensive experience across the real estate, mortgage finance, and global credit markets
- We believe Pretium Partners is one of the only institutions with real estate and loan management teams, which we believe provides a competitive advantage in assessing asset values across its platforms
- Pretium Partners' team manages an integrated platform of real estate and mortgage credit professionals with offices in New York, Minneapolis, Phoenix and Tampa

Overview of the Pretium Platform

Fund	Opportunity	Capital Commitment	Structure
Pretium Fund I Inception: 2012  REO-to-Rental	We believe the post-crisis dislocation of home prices has created the opportunity to consolidate the single-family rental industry	~\$1.2bn ¹	Private Equity Style
Pretium Fund II Inception: 2014  Nonperforming Loans	We believe the transference of delinquent loans to the private sector creates a compelling opportunity to participate in the recovering U.S. housing and mortgage markets	~\$575mm as of December 2014 Targeting \$1bn ²	Private Equity Style

Note: As used herein, "Pretium Fund I" refers to Progress Residential, L.P. ("Progress") and "Pretium Fund II" refers to Pretium Mortgage Credit Partners I, L.P. ("PMC"), which are the commingled investment funds sponsored by Pretium's investment management company subsidiaries. PMC is managed by Pretium Mortgage Credit Management, LLC (the "PMC Manager") and Progress is managed by Pretium REO, LLC (the "Progress Manager").

¹ The commitment period for Progress has expired and investors can no longer subscribe for a limited partner interest in Progress.

² Targets are objectives and are subject to change. There can be no assurance that the targeted fundraising will be achieved.

Pretium Partner's Geographic Footprint



¹ As of September 30, 2014.

Introducing Speed Networking and General Remarks

3:15 – 3:30

John Lucey, Director of Asset Sales

Genger Charles, Acting General Duty Assistant
Secretary for the Federal Housing Administration



Genger Charles

- Genger Charles currently serves as the Acting General Duty Assistant Secretary for the Federal Housing Administration. In this role she oversees the operations of the FHA and advises the Commissioner and the Secretary of HUD on legislative, regulatory and operational issues in the areas of Single Family, Multifamily, Healthcare and Housing Counseling. Prior to this Genger was the Chief of Staff to the FHA Commissioner serving as a liaison between FHA and congressional, industry, and community stakeholders and overseeing all communications functions for the Office of Housing.
- Genger previously worked at the Mortgage Bankers Association (MBA) as an Associate Director of Public Policy, assisting in the development and implementation of MBA's strategy on legislative, regulatory, and industry issues related to residential government lending as well as secondary and capital markets. While employed with the Office of Congressional and Intergovernmental Relations at HUD, Genger provided counsel and advice on congressional action impacting the Department, with a focus on the Federal Housing Administration (FHA), housing finance reform, the Dodd-Frank Wall Street Reform Act, housing counseling, Departmental appropriations, foreclosure prevention and the Neighborhood Stabilization Program (NSP). Genger also served as legal counsel to the Office of Single Family Programs at HUD, working on matters related to loan origination, housing counseling, loss mitigation, and home equity conversion mortgages (HECMs).
- Genger earned a Bachelor of Science in Policy Analysis and Management from Cornell University and is a graduate of The George Washington University Law School. During law school she worked as a law clerk for the U.S. Department of Justice Antitrust Division as well as the Senate Judiciary Committee and at the lobbying firm Dutko Worldwide. She was also part of the inaugural class of the President's Leadership Workshop, a program created by President Obama.

Speed Networking Session

3:45 – 4:45

All participants

Departure and Offsite Networking

5:00

All participants



Day 2



General Networking

8:30 – 9:00

All participants



Training Session 3

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Post Sale Reporting

9:00 – 9:45

Marlene Robinson

Jelani House



Post Sale Reporting Introduction

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- HUD and the Asset Sales Office (ASO) would like to thank Purchasers for participating in HUD's Single Family Loan Sale (SFLS) Program and providing timely and comprehensive post-sale reporting.
- The post-sale reporting provides transparency for taxpayers and other stakeholders and assists HUD in designing program refinements.
- The post-sale reporting requirements are included in Section 2.09 and Exhibits B-1, B-2 and B-3 of the Conveyance Assignment and Assumption Agreement (CAA) between HUD and the Purchasers.
- Periodic updates to the post-sale reporting will be posted to: http://portal.hud.gov/hudportal/HUD?src=/program_offices/housing/comp/asset/sfam/sfls under the Purchaser Post-Sale Reporting section.
- Questions on post-sale reporting can be directed to the ASO at 800-481-9895 or via e-mail to assetsales@hud.gov.



Post Sale Reporting Introduction (continued)

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- This Training provides Purchasers with the following:
 - General guidance on post-sale reporting; and
 - Information on the requested reporting schedule and format to use for future reporting on all loans purchased to date.
- The post-sale requirements have evolved over time including:
 - Quarterly reporting versus semi annual reporting previously;
 - Standardized versus individualized reporting schedule; and
 - Updated reporting codes and new reporting fields.
- The guidance that follows reflects the latest reporting requirements.



NSO Penalties

- Liquidated Damages for Non-NSO Dispositions in excess of Non-NSO threshold (50%) may be assessed in HUD's sole discretion.
- For Non-NSO Dispositions exceeding threshold by no more than 10%:
 - For each loan disposed of in excess of the allowable threshold, HUD may require Purchaser to remit up to the Net Sales Proceeds from the sale.
 - Net Sales Proceeds is the difference between Purchaser's Sales Price for the loan and the gross sales proceeds from the subsequent purchaser.

Where the sale of a non-NSO property/loan subject to the damage provision is not an arms-length transaction, or where the non-NSO Disposition is in excess by 10% or more than the allowable threshold, HUD may require Purchaser to remit to HUD up to the greater of:

- (i) Gross sales proceeds from the subsequent purchaser from such sale; or
- (ii) Fair Market Value as of the date of sale as determined by an appraisal by a HUD-approved Appraiser or other valuation method approved by HUD.



Post Sale Reporting Schedule

- In order to conform reporting dates for all sales HUD requests that Post-Sale Reports be submitted quarterly through the applicable final reporting period in accordance with the schedule below. Reporting is due on the first business day of the month.

Reporting Period	Report Due Date
Mar 16 – Jun 15	Jul 1
Jun 16 - Sep 15	Oct 1
Sep 16 - Dec 15	Jan 2
Dec 16 - Mar 15	Apr 1

- Your initial reporting period will be specific to your sale.
- Each Purchaser’s reporting schedule is provided in a separate attachment.



General Reporting Instructions

TOPIC	DESCRIPTION
What has to be Submitted	<p>The Post-Sale Report is comprised of the following:</p> <ol style="list-style-type: none">I. Loan by Loan (LBL) status data on the sale portfolioII. Loan by Loan data on the reasons for foreclosure during the 6 month foreclosure avoidance periodIII. Neighbor Stabilization Outcome (NSO) Summary Table (for loans in NSO pools only)IV. Self-Certification Forms certifying compliance with the following provisions:<ul style="list-style-type: none">• Servicer Eligibility (National pools)• Servicer and Asset Management Eligibility (NSO pools)• Foreclosure Avoidance (National and NSO pools)
Report Completeness	<p>In each quarterly Post-Sale Report:</p> <ul style="list-style-type: none">• Include Status reporting on the entire loan population, even for loans or properties sold in the prior period;• Carry the LBL status data forward for each previous reporting period• Carry the Foreclosure Avoidance reporting forward, even after the 6 month avoidance period has expired



General Reporting Instructions (continued)

TOPIC	DESCRIPTION
File Format	The requested reporting formats are as follows: <ul style="list-style-type: none">• CAA Exhibit B-1: Loan by loan detail on loan status and Reason for Foreclosure, and the NSO Summary Table- Excel.• CAA Exhibit B-2 & B-3: Self-Certification Forms for Servicer and/or Asset Management Eligibility and Foreclosure Avoidance - PDF.
File Naming Convention	The requested naming convention is “Sale Name_Pool Number(s) _Purchaser Name_Data as of Date” <ul style="list-style-type: none">• Example “SFLS 2013-2_114_ABC Capital_1-2-2014”
Submission Instructions	An electronic copy of the Post-Sale Reports including the self-certifications should be provided to HUD via e-mail at assetsales@hud.gov .
Point of Contact (POC)	Provide a contact name, address and phone number in the e-mail with the Post-Sale Reports. E-mail HUD with updated information if any of the POC information changes.



Data Reporting Templates - Overview

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- Purchasers are required to submit two or three Data Reporting Templates depending on the type of pools purchased.
- Purchasers are required to include all loans they settled, including loans that were repurchased (reporting allows purchasers to indicate repurchased loans)
- The three templates are included as separate worksheets in the Excel file of Post-Sale Reporting Templates attached below:
- LBL Data on the status of the sale portfolio (Part I – All pools, all loans);
- LBL Data on the Reasons for Foreclosure during the 6 month foreclosure avoidance period (Part II- All pools, applicable loans only); and
- NSO Summary Table (Part III - NSO pools only, all loans).
- A Data Dictionary describing the reporting fields and acceptable reporting codes is also included as a separate worksheet in the attached Excel File.
- Do not provide separate reporting on Associated Partial Payment of Claim (PPC) Loans (junior lien loans transferred with the senior lien loan.)



Certification Form Templates- Overview

- Purchasers are required to submit two or three Self-Certification Forms, depending on the type(s) of pools purchased.
- The templates are included in the two Word files of Self-Certification Form Templates attached below. There is one file for National/Regional pools and one for NSO pools:
 - Servicer Eligibility (National/Regional pools only);
 - Servicer and Asset Management Eligibility (NSO pools only); and
 - Foreclosure Avoidance (All pools – the same form is included in both files and is required only for the reports covering the first 6 months)

National/Regional Self-Certification Form Templates

NSO Self-Certification Form Templates



Getting Started

- The Data Dictionary provided includes codes to be used for different required data elements.
- Data Dictionary Codes are important so that uniform reporting can be prepared for policy analysis and decision making.
 - Note that using other data codes will result in non-compliant reporting.
- Recent additions have been made to the LBL data and Data Dictionary:
 - New Loan Status Category:
 - FB: Forebearance
 - New LBL Data Fields for all loans: LOAN SECURITIZED? Indicates if the loan was securitized by the Purchaser (Yes or No)
 - New LBL Data Fields for NSO loans:
 - Initial Date of NSO: The date marking the first day in which the loan qualified as final for the reported NSO Category.
 - Marketed as REO: Since the purchaser took ownership of the mortgage, has the property been listed for sale or marketed as an REO at any time?
 - New Column in the Data Dictionary: Special Notes provides additional guidance for certain fields



LBL Data Template – All Loans

The tables below, applicable to all loans, provide information from the Data Dictionary on data elements from the LBL Data Template that require additional explanation. (Note: If loans were securitized by the Purchaser, continue to provide all of the reporting data.)

Data Element	Definition/Acceptable Responses	Explanation
STATUS	A code indicating the current status of the asset.	
	DS RPRF FB	Delinquent Servicing Reinstated/Re-performing Forbearance
	FREO DREO FREOSOLD DREOSOLD DPO PIF POS	Foreclosed REO Deed-in-Lieu REO Foreclosed REO Property Sold Deed-in Lieu REO Sold Discounted Pay-Off Paid in Full Paid Off Short (Pre-foreclosure Sale)
	REP CHRG WLS	Repurchase Charge-off Whole Loan Sale (Do not use for loans securitized by the Purchaser.)



LBL Data Template – All Loans (continued)

Data Element	Definition/Acceptable Responses	Explanation
PERFORMANCE_CATEGORY	A code for Delinquent Servicing, Re-performing, and Forebearance. Use for Foreclosure REO & Deed-in Lieu REO that is Held for Rental only.	
	PAA FB PTM PPM NP F HFR	Re-Performing Under Original Terms Forbearance Performing Under Trial Modification Performing Under Permanent Modification Non-Performing In Foreclosure Held for Rental
LOAN_MODIFIED	Has the loan been permanently modified by the purchaser during the Post-Claim Servicing Period? (Yes or No)	
MOD_DATE	Date the loan was modified permanently. If loan not permanently modified leave blank. For REO leave blank.	



LBL Data Template – All Loans (continued)

Data Element	Definition/Acceptable Responses	Explanation
MOD_TYPE	The type of modification. If loan not permanently modified leave blank.	
	A B C	Principal Reduction Interest Rate Reduction Lengthening of Term
	AB AC ABC BC	Principal Reduction and Rate Reduction Principal Reduction and Lengthening of Term Principal Reduction, Interest Rate Reduction and Lengthening of Term Interest Rate Reduction and Lengthening of Term
AMOUNT_WRITTEN_OFF	For loans modified with a principal write-down and/or forgiven arrearages, how much principal and/or arrearages were written down? (Numeric) For loans not modified leave blank. For REO leave blank.	



NSO Reporting Differences - Summary

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- For loans in NSO pools, three additional data fields are required to be populated in the LBL Data worksheet of the Data Reporting Template:
 - NSO Category - Column G
 - Initial Date of NSO – Column H
 - MARKETED_AS_REO – Column I
- For each sale a NSO Summary Table must be provided for the NSO pools purchased:
 - The NSO Summary Table worksheet is in the Data Reporting Templates file provided in Slide 9 above.
- The Self-Certification Form entitled “Servicer and Asset Management Eligibility Provision” is used for NSO loans versus the one entitled “Servicer Eligibility Provision” for National/Regional pools.
 - The NSO Self-Certification Forms are in the NSO Self-Certification Form Template file provided above.
- Detailed information on the additional NSO data fields, the NSO Summary Table and Self-Certification Forms is provided below.



LBL Data Template – All Loans (continued)

Data Element	Definition/Acceptable Responses	Explanation
NSO CATEGORY	A code indicating the status of the loan with respect to achievement of a NSO.	
	1	Final NSO: Mortgage Loan Re-Performance
	2	Final NSO: Sale to Owner Occupant
	3	Final NSO: Held-for-Rental
	4	Final NSO: Gift to Land Bank
	5	Final NSO: NSP Grantee
	6	Final NSO: Mortgage Loan Satisfaction
	7	Final NSO: Disposition in Accordance with Eligible Program Guidelines
	8	Planned NSO: Mortgage Loan Re-Performance
	9	Planned NSO: Sale to Owner Occupant
	10	Planned NSO: Held-for-Rental
	11	Planned NSO: Gift to Land Bank
	12	Planned NSO: NSP Grantee
NSO CATEGORY	A code indicating the status of the loan with respect to achievement of a NSO.	



LBL Data Template – All Loans (continued)

Data Element	Definition/Acceptable Responses	Explanation
NSO CATEGORY (cont)	13	Planned NSO: Mortgage Loan Satisfaction
	14	Planned NSO: Disposition in Accordance with Eligible Program Guidelines
	15	Interim Status (Purchaser is in process of determining whether to pursue an NSO, and if so, which NSO.)
	16	Non-NSO Outcome (Servicing outcome is not a qualified NSO.)
INITIAL_DATE_O F_NS0	The date marking the first day of qualification	Reporting required only for final NSO Categories. For Held for Rental and Re-performing the required time-frame must be met to be categorized as final.
MARKETED_AS_ REO	(Yes or No)	Since the purchaser took ownership of the mortgage, has the property been listed for sale or marketed as an REO at any time?



NSO Summary Table

- The NSO Summary Table is a roll-up, by pool, of the NSO Status Category data reported in the LBL status data, and should include all loans in the pool.

NSO Summary Table				
Sale: 20XY-Z Pool: 001				
NSO Category Codes			Count	Percent of Total
1	Final NSO:	Mortgage Loan Re-Performance		
2	Final NSO:	Sale to Owner Occupant		
3	Final NSO:	Held-for-Rental		
4	Final NSO:	Gift to Land Bank		
5	Final NSO:	NSP Grantee		
6	Final NSO:	Mortgage Loan Satisfaction		
7	Final NSO:	HUD Approved Alternative NSO		
8	Planned NSO:	Mortgage Loan Re-Performance		
9	Planned NSO:	Sale to Owner Occupant		
10	Planned NSO:	Held-for-Rental		
11	Planned NSO:	Gift to Land Bank		
12	Planned NSO:	NSP Grantee		
13	Planned NSO:	Mortgage Loan Satisfaction		
14	Planned NSO:	HUD Approved Alternative NSO		
Total NSO and Planned NSO				
15	Interim Status:	In Planning Stage		
16	Non-NSO Outcome			
			TOTAL	



Reason for Foreclosure Data

- For loans that are owner-occupied Purchasers are required to avoid finalizing any foreclosure action for 6 months from the Settlement Date, unless there are extenuating circumstances.
- For each loan that was foreclosed within the applicable six month period, the reason for the foreclosure must be reported in the Post-Sale Report.
- Indicate if the loan was either: a) not owner occupied, or b) provide a summary explanation of the extenuating circumstance for the foreclosure action.
- Continue to include the Reason for Foreclosure data in each report.
- The applicable worksheet is in the Data Reporting Templates file provided in Slide 9. Sample LBL data is provided below:

FHA_CASE_NUMBER	REASON_FOR_FORECLOSURE
023-2641227	Not Owner Occupied
052-1522570	Court refused to cancel the foreclosure



Recommended Quality Control Protocols

No.	Quality Control Review Item	Confirmed?
1	Report prepared in accordance with the requested quarterly reporting schedule	
2	Report includes all applicable information:	
	a. Loan by Loan (LBL) Status data on the sale portfolio	
	b. LBL data on the reason for foreclosure (carry forward in each report)	
	c. NSO Summary Table: provided by pool and for all loans	
	d. Self-Certifications: Servicer/ Asset Manager & Foreclosure Avoidance	
3	Data files (except foreclosure avoidance) and tables includes all loans	
4	Junior lien PPC loans are not included in the report	
5	Information is provided in the correct format: Excel for loan data and the NSO Summary Tables; PDF for Self-Certifications.	
6	The file name conforms to the requested naming convention: "Sale Name_Pool Number(s)_Purchaser Name_Data as of Date"	
7	The "Data as of Date" provided is the end of the reporting period (e.g. 12/15/13)	
8	The Codes provided in the Data Dictionary for LBL reporting were used	
9	Report is submitted by e-mail to: assetsales@hud.gov	
10	Contact name, address and phone number is provided in the submission e-mail	

Post-Sale Certifications: Servicer and Manager Eligibility



Certification Form	Requirements
<p>Servicer Eligibility for National and NSO Sales (CAA Exhibit B-2)</p>	<p>Purchaser certifies that the loan servicer is:</p> <ul style="list-style-type: none"> (i) An approved servicer for FHA, Fannie Mae or Freddie Mac; and (ii) In good standing with the applicable Agencies.
<p>Servicer and Asset Management Eligibility for NSO Sales only (CAA Exhibit B-2)</p>	<p>In NSO sales Purchaser also certifies that the servicer for loans, and Asset Manager or Rental Manager for properties, are either:</p> <ul style="list-style-type: none"> (i) Identified in the Qualification Statement; or (ii) Authorized by HUD as a successor servicer or manager.

Post-Sale Certifications: Foreclosure Avoidance Provision



Certification Form	Requirements
<p>Foreclosure Avoidance for National and NSO Sales</p> <p>(CAA Exhibit B-3)</p>	<p>Purchaser certifies to compliance with the 6 month foreclosure avoidance provision and reporting requirement:</p> <p>The foreclosure avoidance provision states that for loans that are owner-occupied Purchasers must avoid finalizing any foreclosure action for 6 months from the Settlement Date, unless there are extenuating circumstances.</p> <p>The reporting requirement is that for each loan that was foreclosed within the applicable six month period, the reason for the foreclosure must be reported in the Post-Sale Report.</p>

Q&A and Debrief

9:45 – 10:30

Asset Sales Office

Closing Remarks and Request for Program/Seminar Feedback

10:30 – 10:45

Final Networking and Departure

10:45 – 12:00