



# **Board of Directors**

## **Single Family Committee**

**Willie Spears, Chairman**

**November 25, 2015**

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Single Family Housing as of November 23, 2015

## Single Family Dashboard

	Total Loan Count	Average Loan Amount	November 2015	November 2014	October 2015	October 2014
<b>Reservations</b>						
George K Baum	85	\$161,688.87	8	\$1,278,034.00	0	\$0.00
Raymond James	784	\$124,019.45	11	\$1,475,753.00	13	\$1,372,183.54
					19	\$2,652,930.00
					33	\$4,113,003.64
<b>Pooled</b>						
George K Baum	45	\$171,349.60	9	\$1,667,232.51	0	\$0.00
Raymond James	531	\$125,096.57	23	\$2,954,044.41	31	\$3,924,022.11
					16	\$2,247,116.77
					23	\$2,860,671.08
<b>Cancelled</b>						
George K Baum	16	\$147,734.44	1	\$250,200.00	0	\$0.00
Raymond James	200	\$117,971.48	2	\$327,950.00	12	\$1,389,195.00
					6	\$801,143.00
					8	\$1,013,483.00



Single Family Housing as of November 23, 2015

## Single Family Dashboard

### Total Reservations

	<b>871</b>	<b>\$111,225,183.04</b>
Active, Not Pooled	79	\$11,130,126.00
Total Pooled	576	\$74,137,011.04
Total Cancelled	216	\$25,958,046.00

### Current Pipeline By Program - Active and Pooled

	<b>655</b>	<b>\$85,267,137.04</b>	<b>November 2015</b>	<b>November 2014</b>
GOVERNMENT LOAN TBA PROGRAM				
	2	\$250,380.00	0	0
Average Interest Rate			0.000%	0.000%
LHC PREFERRED CONVENTIONAL PROGRAM				
	69	\$11,379,802.84	7	0
Average Interest Rate			4.875%	0.000%
MARKET RATE GNMA PROGRAM				
	584	\$73,636,954.20	9	12
Average Interest Rate			4.764%	4.375%

### Cancelled Reservations By Program

	<b>216</b>	<b>\$25,958,046.00</b>	<b>November 2015</b>	<b>November 2014</b>
LHC PREFERRED CONVENTIONAL PROGRAM				
	16	\$2,363,751.00	1	0
Average Interest Rate			4.750%	0.000%
MARKET RATE GNMA PROGRAM				
	200	\$23,594,295.00	2	12
Average Interest Rate			4.625%	4.375%

## Pooled Loans Interest Rate

### LHC PREFERRED CONVENTIONAL PROGRAM

4.750%	2015	10	\$1,564,292.16
4.875%	2015	15	\$2,468,608.34
5.000%	2015	10	\$1,731,733.14
5.125%	2015	10	\$1,946,098.20
<b>Subtotal</b>		<b>45</b>	<b>\$7,710,731.84</b>

### MARKET RATE GNMA PROGRAM

4.375%	2013	8	\$1,051,174.08
	2014	146	\$18,572,293.31
	2015	137	\$17,532,324.54
4.500%	2014	5	\$666,343.60
	2015	54	\$6,789,986.21
4.875%	2013	10	\$1,226,287.44
	2014	131	\$15,342,053.92
	2015	39	\$5,130,083.92
5.375%	2013	1	\$115,732.18
<b>Subtotal</b>		<b>531</b>	<b>\$66,426,279.20</b>

<b>Grand Total</b>		<b>576</b>	<b>\$74,137,011.04</b>
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## Pooled Loans FICO Score

### LHC PREFERRED CONVENTIONAL PROGRAM

4.750%	680 - 699	3	\$435,530.00
	>= 700	7	\$1,128,762.16
4.875%	640 - 659	1	\$67,900.00
	660 - 679	5	\$784,638.29
	680 - 699	1	\$147,068.94
	>= 700	8	\$1,469,001.11
5.000%	640 - 659	1	\$286,150.00
	660 - 679	1	\$177,082.55
	680 - 699	2	\$188,789.17
	>= 700	6	\$1,079,711.42
5.125%	640 - 659	1	\$315,250.00
	680 - 699	4	\$534,835.92
	>= 700	5	\$1,096,012.28
<b>Subtotal</b>		<b>45</b>	<b>\$7,710,731.84</b>

### MARKET RATE GNMA PROGRAM

4.375%	No Score	16	\$2,099,084.74
	640 - 659	88	\$10,780,462.98
	660 - 679	74	\$9,530,067.56
	680 - 699	43	\$5,414,909.64
	>= 700	70	\$9,331,267.01
4.500%	No Score	1	\$93,156.17
	640 - 659	14	\$1,815,521.15
	660 - 679	16	\$2,140,146.71
	680 - 699	11	\$1,212,676.86
	>= 700	17	\$2,194,828.92
4.875%	No Score	25	\$2,809,952.35
	640 - 659	63	\$7,757,658.54
	660 - 679	36	\$4,258,699.63
	680 - 699	18	\$2,249,812.67
	>= 700	38	\$4,622,302.09
5.375%	640 - 659	1	\$115,732.18
<b>Subtotal</b>		<b>531</b>	<b>\$66,426,279.20</b>
<b>Grand Total</b>		<b>576</b>	<b>\$74,137,011.04</b>

## Pooled Loan Demographics

	Average	November 2015	November 2014
Average Income	\$43,709.91	\$40,186.28	\$51,182.26
Average Age	35.29	36.81	35.00
Average FICO	686	671	698
Households with Dependents < 18 Years	161	7	8
Race By Majority	Black/African American	Black/African American	White
Ethnicity By Majority	Non-Hispanic	Non-Hispanic	Non-Hispanic
Marital Status By Majority	Single	Single	Single

## Delinquency

US Bank	As of: November 23, 2015	8.600%
Bank of America	As of: November 23, 2015	12.300%
Standard Mortgage Corporation	As of: November 23, 2015	15.032%

## Homebuyer Counseling

HUD Counseling Grant Award	\$497,471.00
HUD Amount Expended	\$149,974.28
<b>Balance</b>	<b>\$347,496.72</b>



Single Family Housing as of November 23, 2015

## Single Family Loan Summary Report

	Total Loan Count	Total Loan Amount	Average Household Income	Average Household Size
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### GOVERNMENT LOAN TBA PROGRAM

Program State Date:

<b>Reserved to Date:</b>	2	\$250,380.00	\$49,380.00	1.00
<b>Current Pipeline:</b>	2	\$250,380.00	\$49,380.00	1.00

### LHC PREFERRED CONVENTIONAL PROGRAM

Program State Date: 3/13/2015

<b>Year</b>	2015				
<b>Pooled</b>	45	\$7,710,731.84	\$67,104.54	2.16	
<b>Reserved to Date:</b>	85	\$13,743,553.84	\$66,035.38	2.09	
<b>Pooled to Date:</b>	45	\$7,710,731.84	\$67,104.54	2.16	
<b>Current Pipeline:</b>	24	\$3,669,071.00	\$68,152.24	1.96	
<b>Cancelled to Date:</b>	16	\$2,363,751.00	\$59,853.05	2.13	

### MARKET RATE GNMA PROGRAM

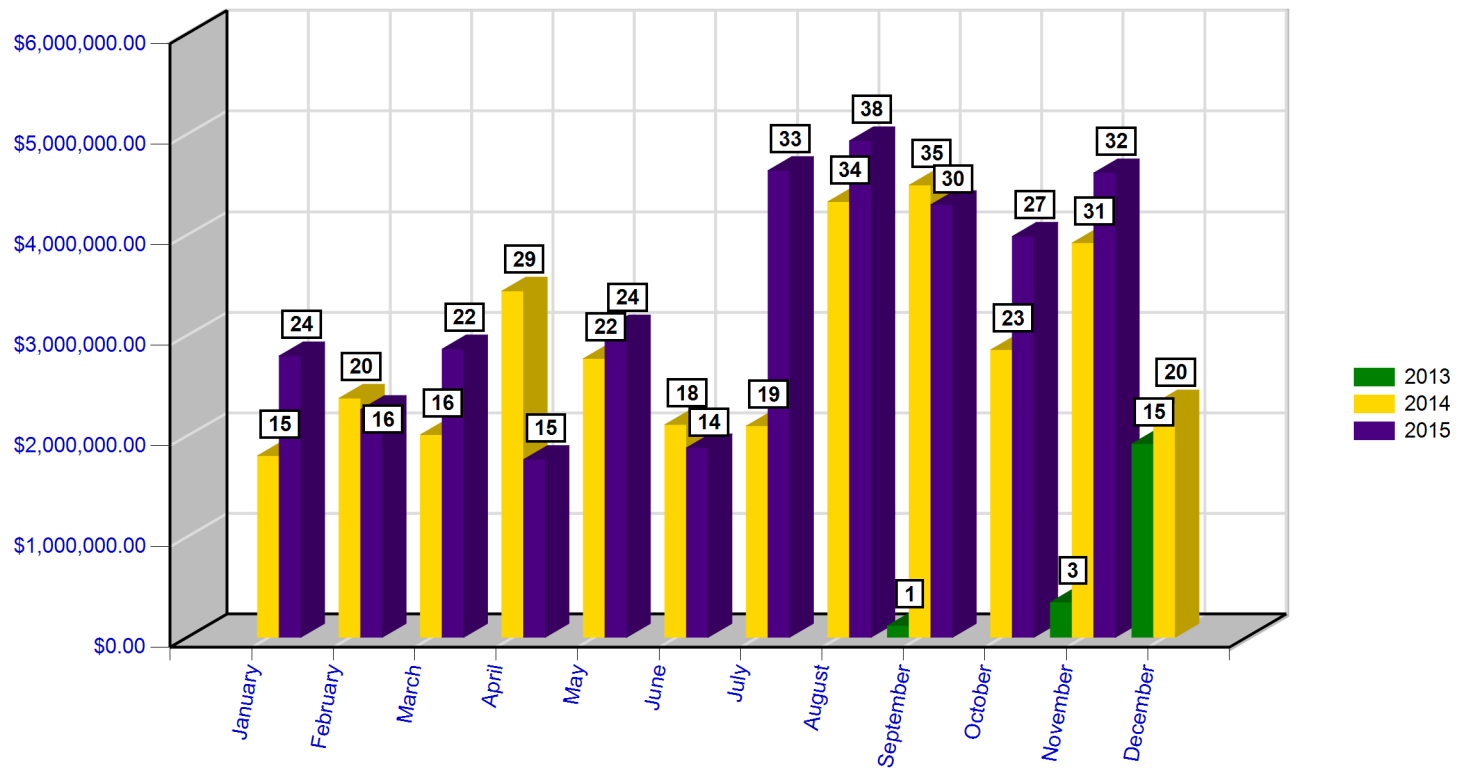
Program State Date: 7/9/2013

<b>Year</b>	2013				
<b>Pooled</b>	19	\$2,393,193.70	\$44,574.31	1.84	
<b>Year</b>	2014				
<b>Pooled</b>	282	\$34,580,690.83	\$40,624.02	2.10	
<b>Year</b>	2015				
<b>Pooled</b>	230	\$29,452,394.67	\$42,844.86	1.84	
<b>Reserved to Date:</b>	784	\$97,231,249.20	\$41,195.64	2.00	
<b>Pooled to Date:</b>	531	\$66,426,279.20	\$41,727.31	1.98	
<b>Current Pipeline:</b>	53	\$7,210,675.00	\$44,250.70	1.83	
<b>Cancelled to Date:</b>	200	\$23,594,295.00	\$38,974.46	2.12	



## Single Family Production Trend Chart

### Single Family Production by Pooled Loans





## Single Family Pooled Loan Summary by Parish & Lenders

### Loans by Parish

Parish	Loans	Total Loan Amount	Average Loan Amount	Percentage of Total Loan Amount	Average Purchase Price	Average Total Household Income	Average Household Size	Area Median Income
Acadia	2	\$273,225.73	\$136,612.87	0.32%	\$139,200.00	\$36,763.98	3.00	\$65,435.00
Allen	3	\$325,203.10	\$108,401.03	0.38%	\$109,666.67	\$55,366.60	2.33	\$99,000.00
Ascension	13	\$2,261,308.01	\$173,946.77	2.65%	\$177,343.77	\$47,198.56	2.31	\$76,360.00
Avoyelles	2	\$173,999.31	\$86,999.66	0.20%	\$85,375.00	\$35,358.02	2.00	\$64,170.00
Beauregard	1	\$66,678.07	\$66,678.07	0.08%	\$68,000.00	\$26,000.04	2.00	\$64,170.00
Bienville	1	\$164,956.00	\$164,956.00	0.19%	\$167,999.00	\$62,308.20	3.00	\$65,435.00
Bossier	28	\$3,955,920.70	\$141,282.88	4.64%	\$144,442.32	\$49,657.75	1.89	\$99,000.00
Caddo	120	\$13,734,609.36	\$114,455.08	16.11%	\$117,004.27	\$41,470.54	1.88	\$99,000.00
Calcasieu	9	\$1,181,009.97	\$131,223.33	1.39%	\$135,083.89	\$48,837.49	2.11	\$99,000.00
DeSoto	1	\$185,326.03	\$185,326.03	0.22%	\$189,000.00	\$48,564.00	4.00	\$99,000.00
East Baton Rouge	233	\$30,410,638.57	\$130,517.76	35.67%	\$133,091.78	\$42,439.24	2.07	\$99,000.00
Evangeline	1	\$74,388.66	\$74,388.66	0.09%	\$73,000.00	\$21,680.00	3.00	\$65,435.00
Grant	5	\$469,133.16	\$93,826.63	0.55%	\$94,180.00	\$51,131.06	2.20	\$99,000.00
Iberia	1	\$85,360.00	\$85,360.00	0.10%	\$88,000.00	\$67,320.00	3.00	\$99,000.00
Jefferson	22	\$3,723,977.22	\$169,271.69	4.37%	\$174,115.86	\$55,666.78	2.27	\$99,000.00
Jefferson Davis	1	\$51,701.00	\$51,701.00	0.06%	\$53,300.00	\$73,175.16	2.00	\$99,000.00
Lafayette	9	\$1,377,381.28	\$153,042.36	1.62%	\$158,500.00	\$65,223.44	1.89	\$99,000.00
Lafourche	1	\$150,228.00	\$150,228.00	0.18%	\$153,000.00	\$43,644.96	1.00	\$64,400.00
Lincoln	1	\$67,900.00	\$67,900.00	0.08%	\$70,000.00	\$89,136.00	3.00	\$99,000.00
Livingston	42	\$5,825,759.50	\$138,708.56	6.83%	\$140,706.55	\$44,610.68	2.17	\$99,000.00
Natchitoches	2	\$217,846.07	\$108,923.04	0.26%	\$110,250.00	\$48,127.14	1.50	\$64,170.00
Orleans	47	\$6,560,068.36	\$139,575.92	7.69%	\$142,605.04	\$45,479.02	1.51	\$99,000.00
Ouachita	4	\$480,079.98	\$120,020.00	0.56%	\$122,925.00	\$44,284.41	2.25	\$64,170.00
Plaquemines	1	\$315,250.00	\$315,250.00	0.37%	\$325,000.00	\$81,598.92	2.00	\$99,000.00
Pointe Coupee	1	\$148,258.48	\$148,258.48	0.17%	\$151,180.00	\$67,466.40	1.00	\$76,360.00
Rapides	30	\$3,496,416.35	\$116,547.21	4.10%	\$117,688.30	\$43,372.12	1.73	\$99,000.00
Sabine	3	\$258,208.64	\$86,069.55	0.30%	\$88,666.67	\$40,374.20	1.00	\$99,000.00
St. Bernard	5	\$664,233.25	\$132,846.65	0.78%	\$135,390.00	\$40,993.87	2.20	\$99,000.00
St. Charles	5	\$760,584.56	\$152,116.91	0.89%	\$154,300.00	\$55,004.64	2.40	\$99,000.00
St. John the Baptist	10	\$1,244,658.47	\$124,465.85	1.46%	\$125,940.00	\$52,385.66	2.00	\$67,620.00
St. Landry	1	\$92,731.92	\$92,731.92	0.11%	\$91,000.00	\$44,156.04	2.00	\$65,435.00
St. Martin	4	\$374,245.08	\$93,561.27	0.44%	\$93,000.00	\$43,664.70	1.50	\$73,830.00
St. Mary	2	\$125,965.30	\$62,982.65	0.15%	\$63,000.00	\$45,499.96	4.50	\$65,435.00
St. Tammany	17	\$2,309,218.20	\$135,836.36	2.71%	\$138,603.06	\$43,827.72	1.82	\$99,000.00
Tangipahoa	8	\$1,180,934.36	\$147,616.80	1.38%	\$149,750.63	\$47,394.02	1.50	\$65,435.00
Terrebonne	4	\$484,737.87	\$121,184.47	0.57%	\$122,000.00	\$40,399.72	2.00	\$64,400.00
Union	1	\$107,407.00	\$107,407.00	0.13%	\$110,000.00	\$25,201.32	2.00	\$65,435.00
Vermilion	1	\$94,261.00	\$94,261.00	0.11%	\$96,000.00	\$38,400.00	1.00	\$67,850.00
Vernon	3	\$300,891.39	\$100,297.13	0.35%	\$102,133.33	\$57,668.46	1.67	\$64,170.00
Webster	1	\$84,578.92	\$84,578.92	0.10%	\$83,000.00	\$50,000.04	2.00	\$64,170.00
West Baton Rouge	8	\$1,366,239.27	\$170,779.91	1.60%	\$172,180.00	\$42,107.00	1.50	\$76,360.00
Winn	1	\$41,618.90	\$41,618.90	0.05%	\$42,500.00	\$59,901.96	2.00	\$64,170.00
<b>Total</b>	<b>655</b>	<b>\$85,267,137.04</b>	<b>\$130,178.84</b>		<b>\$132,727.47</b>	<b>\$44,666.58</b>	<b>1.97</b>	



Single Family Housing as of November 23, 2015

## Single Family Pooled Loan Summary by Parish & Lenders

### Loans by Lender

Lender	Loans	Total Loan Amount	Average Loan Amount
360 Mortgage Group	2	\$250,380.00	\$125,190.00
American Financial Network	4	\$377,173.97	\$94,293.49
Bancorp South	4	\$424,586.78	\$106,146.70
Bank of Ruston	1	\$67,900.00	\$67,900.00
Britton & Koontz Bank, N.A.	10	\$1,213,999.33	\$121,399.93
DHI Mortgage Company, LTD	19	\$3,154,583.50	\$166,030.71
Fairway Independent Mortgage Corporation	94	\$12,339,110.11	\$131,267.13
FBT Mortgage, LLC.	2	\$290,526.12	\$145,263.06
Fidelity Bank	109	\$15,085,770.54	\$138,401.56
Gateway Mortgage Group	5	\$765,992.79	\$153,198.56
Georgetown Mortgage	2	\$289,165.00	\$144,582.50
Gulf Coast Bank & Trust	76	\$10,408,010.26	\$136,947.50
Home Bank	1	\$115,212.81	\$115,212.81
Home Federal Bank	17	\$2,048,085.47	\$120,475.62
Iberia Bank	51	\$5,972,060.24	\$117,099.22
InterLinc Mortgage Services, LLC	2	\$239,709.93	\$119,854.97
Investar Bank	50	\$6,308,783.02	\$126,175.66
Movement Mortgage	10	\$1,303,738.85	\$130,373.89
Nation's Reliable Lending	26	\$3,499,947.13	\$134,613.35
NFM Lending	1	\$148,258.48	\$148,258.48
NOLA Lending Group	4	\$525,051.82	\$131,262.96
Prime Lending, Inc.	5	\$664,263.06	\$132,852.61
Red River Bank	39	\$4,210,153.06	\$107,952.64
Sabine State Bank & Trust Co.	38	\$4,091,043.82	\$107,659.05
Standard Mortgage Corp. (Lender)	27	\$4,252,958.00	\$157,516.96
SWBC Mortgage Corporation	37	\$4,834,150.54	\$130,652.72
Whitney Bank	19	\$2,386,522.41	\$125,606.44
<b>Total</b>	<b>655</b>	<b>\$85,267,137.04</b>	<b>\$130,178.84</b>



Single Family Housing as of November 23, 2015

## Single Family Lock Cancellation Report

	Total Loan Count	Total Loan Amount
<b>Lender Withdrew / Compliance Failure</b>		
	62	\$7,244,690.00
<b>Property Issues</b>		
	49	\$5,320,325.00
<b>Borrower Did Not Qualify / Underwriter Rejected</b>		
	105	\$13,393,031.00
<b>Grand Total</b>	<b>216</b>	<b>\$25,958,046.00</b>

## MASTER SERVICER DELINQUENCY SUMMARY

### Active FICO Delinquency Report

	1-579	580-599	600-619	620-639	640-659	660-679	680-699	700	Unknown	Totals
US Bank	92	58	76	77	46	47	24	52	459	931
	6.93%	4.37%	5.73%	5.80%	3.47%	3.54%	1.81%	3.92%	34.59%	70.16%
Bank of America	NA	NA	NA	16	12	6	2	12	0	48
(Total Portfolio)	NA	NA	NA	1.21%	0.90%	0.45%	0.15%	0.90%	0.00%	3.62%
Standard Mortgage	21	21	34	71	51	28	12	25	85	348
	1.58%	1.58%	2.56%	5.35%	3.84%	2.11%	0.90%	1.88%	6.41%	26.22%
Totals	113	79	110	164	109	81	38	89	544	1327
	8.52%	5.95%	8.29%	12.36%	8.21%	6.10%	2.86%	6.71%	40.99%	100.00%

### Cumulative Delinquency Report

	Loan Count	Total Loan Amount	Delinq 30	Delinq 60	Delinq 90	Delinq 120	Delinq Total	BK	FCLS
US Bank	1896	\$ 28,609,295.00	114	21	9	19	163	22	1
	43.30%		6.01%	1.11%	0.47%	1.00%	8.60%		
Bank of America	281	\$ 28,421,989.00	19	8	4	1	32	1	27
	6.42%		6.76%	2.85%	1.42%	0.36%	11.39%		
Standard Mortgage	2202	\$ 46,133,983.65	137	56	31	107	331	41	60
	50.29%		6.22%	2.54%	1.41%	4.86%	15.03%		
Totals	4379	\$ 403,165,267.65	270	85	44	127	526	64	88
	100.00%		6.17%	1.94%	1.00%	2.90%	12.01%		

## SINGLE FAMILY PROGRAMS

### Servicers Monthly Delinquency Totals

		US Bank		Bank of America		Standard Mortgage	
<b>2014</b>	January	8.380%		16.500%		18.267%	
	February	7.470%		12.900%		15.684%	
	March	6.400%		11.710%		14.332%	
	April	7.640%		12.040%		14.900%	
	May	8.030%		11.150%		15.637%	
	June	8.150%		11.150%		14.909%	
	July	8.670%		13.470%		15.237%	
	September	9.290%		13.030%		16.318%	
	November	10.730%		13.570%		18.064%	
<b>2015</b>	January	9.880%		11.590%		17.685%	
	February	9.240%		12.680%		13.666%	
	April	7.940%		10.700%		13.580%	
	May	8.520%		10.490%		14.681%	
	June	8.520%		10.040%		14.846%	
	July	8.140%		9.300%		14.888%	
	August	8.140%		10.630%		14.838%	
	September	8.600%	↑	12.300%	↑	15.032%	↑
Total	Average	8.455%		11.956%		15.445%	

## CDBG Soft Second Mortgage (SSM) Program Update

Parish	Assigned Staff Member	Back-up Staff Member	SSM			# of pending draws	Total # of processed loans	Contract Start Dates	Contract End Dates	Program Summary	Comments/Pending Issues
			Grant Amount	Amount Expended	Remaining Balance						
Cameron Parish	Laura Womack	Sonja Smith	\$ 525,000.00	\$ 144,898.42	\$ 380,101.58	0	2	1/1/2013 6/30/15		SSMP offering two (2) types of assistance to eligible homebuyers up to 120% AMI. There are two (2) that offer a Soft-Second Mortgage w/zero interest and zero payments. In addition the borrower may receive Closing Cost assistance up to \$10,000 or 9% of the sales price, whichever is less. Option #1 provides a possible maximum allowable award of \$75,000 for the purchase of newly constructed properties and Option #2 provides up to \$25,000 for the purchase of existing properties.	n/a
City of New Orleans	Mary Antoon	Laura Womack	\$ 52,275,000.00	\$ 51,704,875.00	\$ 570,125.00	0	891	1/13/2013  Contract is renewed annually	12/31/2015	SSMP providing for a Soft Second Mortgage at 0% interest up to \$65,000 depending upon the borrower's AMI and location of property. A borrower with an AMI at or below 80% is provided up to \$10,000 and up to \$5,000 for homebuyers earning above 80% AMI for Closing Cost Assistance.	n/a
Jefferson Parish Community Development	Sonja Smith	Mary Antoon	\$ 9,600,000.00	\$ 8,175,078.98	\$ 1,424,921.02	0	177	12/1/2011	7/31/2015	SSMP allows first time homebuyers with household income up to 120% AMI. The Soft Second Assistance maximum is determined based on the homebuyers AMI with assistance ranging from \$40,000 to \$60,000. Closing Costs Assistance up to \$10,000 is provided to cover reasonable closing cost and prepaid expenses. The homebuyer must contribute the greater of \$1500 or 1% of the purchase price of the property to be acquired.	n/a
St. Bernard Parish Home Mortgage Authority	Laura Womack	Mary Antoon	\$ 6,000,000.00	\$ 3,055,010.32	\$ 2,944,989.68	0	83	3/1/2013	2/28/2015	FTHBP allows household incomes at or below 120% AMI. CDBG Assistance allows for a soft second loan of 20% of the purchase price up to \$30,000 per borrower and a grant up to \$5,000 for Closing Cost. The Soft Second is at 0% interest, no payment required and forgivable 100% after 5 years. Borrower is required to have a minimum investment of 1% of purchase price or \$1000, whichever is greater. Program has yet to begin.	n/a
St. Tammany (administered thru St. Bernard HMA)	Laura Womack	Amy York	\$ 2,625,000.00	\$ 2,624,848.15	\$ 151.85	0	85	6/1/2013	5/31/15	SSMP allowing 20% of the purchase price up to \$30,000 per borrower and up to \$5,000 loan per borrower for closing cost. 1st timehomebuyer with household income up to 120% AMI is allowed and requires the borrower to have a minimum credit score of 640. Additionally, borrowers are required to invest 1% of the purchase price or \$1,000 whichever is greater into the transaction.	n/a
					\$ -						
					\$ -						
					\$ -						
					\$ -						
					\$ -						
					\$ -						

Parish	Assigned Staff Member	Back-up Staff Member	Grant Amount	Amount Expended	Remaining Balance	# of pending draws	Total # of processed loans	Contract Start Dates	Contract End Dates	Program Summary	Comments / Pending Issues
Cameron Parish	Laura Womack	Sonja Smith	\$ 3,000,000.00	\$ 1,097,955.37	\$ 1,902,044.63	0	13	3/19/2009	4/4/2049	FTHBP offering two (2) types of assistance to eligible homebuyers up to 120% AMI. There are two (2) that offer a Soft-Second Mortgage w/zero interest and zero payments. In addition the borrower may receive Closing Cost assistance up to \$10,000 or 9% of the sales price, whichever is less. Option #1 provides a possible maximum allowable award of \$75,000 for the purchase of newly constructed properties and Option #2 provides up to \$25,000 for the purchase of existing properties.	Waiting on budget amendment to be approved by OCD
Jefferson Parish Housing	Laura Womack	Sonja Smith	\$ 1,360,000.00	\$ 1,009,397.69	\$ 350,602.31	0	18	8/1/2010	7/30/2014	FTHBP providing assistance for families with income up to 80% AMI and offering a soft second loan up to the lesser of 50% of the sales price of the property or \$50,000 to cover the affordability gap between the sales price and the price affordable to the qualifying borrower. Additionally, part of the allocated CDBG funds will be offered to the qualifying borrower as a grant to cover "reasonable" closing costs and required pre-paid items related to the closing of the first mortgage loan. Borrower is required to invest a minimum of 1% of the purchase price into the transaction.	n/a
Louisiana Housing Corporation	Mary Antoon	All Staff	7,864,603.79	\$ 5,863,913.77	\$2,000,690.02	0	82	9/2/2008	9/1/2014	FTHBP currently offered in conjunction with LHC's Mortgage Revenue Bond Program to assist homebuyers in Acadia, Calcasieu, Cameron, Iberia, Jefferson, Plaquemines, St. Tammany, Tangipahoa, Terrebonne, Vermillion and Washington parishes. The program provides a below market interest rate to homebuyers. Homebuyers may purchase a one-family or two family home and must agree to use the home as their primary residence for at least three (3) years.	n/a
Plaquemines Parish	Cody Henderson	Sonja Smith	\$ 2,676,976.00	\$ 1,478,513.75	\$ 1,198,462.25	15	15	1/1/2010	12/31/2015	FTHBP providing assistance for families with income up to 120% AMI. The homebuyer will be provided a soft second loan at 0% interest up to 50% of the sales price of the house, or \$125,000, whichever is less. All homebuyers are eligible to receive up to \$10,000 in Closing Cost Assistance.	n/a
St. Bernard Parish Home Mortgage Authority	Laura Womack	Mary Antoon	\$ 3,200,000.00	\$ 3,185,534.99	\$ 14,465.01	0	116	1/11/2011	6/30/15 PE	FTHBP allows household incomes at or below 120% AMI. CDBG Assistance allows for a soft second loan of 20% of the purchase price up to \$30,000 per borrower and a grant up to \$5,000 for Closing Cost. The Soft Second is at 0% interest, no payment required and forgivable 100% after 5 years. Borrower is required to have a minimum investment of 1% of purchase price or \$1000, whichever is greater	Waiting on budget amendment to be approved by OCD
Terrebonne Parish	Amy York	Mary Antoon	\$ 3,890,000.00	\$ 3,808,468.03	\$ 81,531.97	0	122	3/19/2009	N/A	FTHBP providing for down payment assistance of up to \$35,000 and closing cost assistance not to exceed \$10,000. Property must be a single family residence and purchase price not to exceed \$220,000. Homebuyers are required to invest a minimal contribution of at least 1% of the loan amount or \$1,000, whichever is greater.	n/a
Lafitte Parish	Cody Henderson	TBD	\$ 2,500,000.00	\$ -	\$ 2,500,000.00	1	0	5/1/2010	4/30/2016	FTHBP providing a soft second mortgage not to exceed 50% of the sales price of the property or \$50,000. Additional funds will be offered as a grant to cover "reasonable" closing cost. Borrowers must be a 1st time homebuyer with annual household incomes at or below 80% AMI and borrowers total debt may not exceed 45% of the total household income.	n/a
St. John the Baptist Parish	Mary Boudreaux		\$ 1,306,960.00	\$ 143,628.00	\$ 1,163,332.00	0	0	1/29/2013	9/30/2017	Provides soft second mortgage in amount of 50% of sales price up to \$38,000. Closing costs not to exceed the lesser of 9% of sales price or \$10,000, within the \$38k total assistance. Max sales price \$165,000; purchase only existing SF homes. Homebuyers are required to invest a minimal contribution of at least 1% of the loan amount or \$1,000, whichever is greater. Occupancy and insurance coverage (flood, wind, & standard hazard) to be monitored for 3 years. Annual household incomes at or below 80% AMI; 33/43 DTI ratio accepted.	
					\$ -						
					\$ -						
					\$ -						
					\$ -						



## HOUSING COUNSELING PROGRAM

As of October 31, 2015, the Housing Counseling department has received and processed ten (10) invoices from 10 of the 18 sub-grantees for Quarters 1-3 of HUD's FY2015 program year.

HUD Counseling Grant Award (Including June 2015 Award)	\$497,471.00
HUD Amount Expended	\$149,974.28
<b>Balance</b>	<b>\$347,496.72</b>

### Households Receiving One-on-One Counseling

Homeless Assistance	28
Rental	539
Pre-purchase/Home buying	392
Home Maintenance & Financial Management for homeowners	291
Resolving or Preventing Mortgage Delinquency or Default	24
<b>TOTAL</b>	<b>1274</b>



## LOUISIANA HOUSING CORPORATION

Financial Advisor's Report

November 3, 2015

By: L. Gordon King, Shaun Toups, and Nnamdi Thompson  
Government Consultants, Inc.

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### **SINGLE FAMILY PROGRAMS**

- Market Rate GNMA Program (Raymond James). In October, 23 loans (26 in September) totaling \$3,231,160 were reserved (with 3 cancellations). Since inception, total program reservations are now at 770 loans totaling almost \$96 MM. For the month, 16 loans were closed providing revenues of \$54,124. Fiscal YTD total of \$227,310 in revenues to the Corp for the first 1/3 of the FY. Currently, the rate is 4.375% . See RJ pipeline report attached.
- Market Rate FNMA HFA Preferred Program (GKB). In October, 9 loans (15 in September) were reserved totaling \$1,517,833 (with 3 cancellations). For the month, 11 loans were closed providing revenues of \$17,452. Fiscal YTD total of \$55,387.90 in revenues to the Corp. Currently the rate in this program is 4.750%. See GKB pipeline report attached.
- Other. The SF Finance Team met on October 15<sup>th</sup> and continued to vet. . . a) use of HOME Funds to enhance the TBA Programs or an FHLB Loan Program; b) introducing Freddie Mac Advantage Program; c) maximizing and projecting benefits from the existing programs; d) hearing about market conditions and what other HFA's are doing around the country; and, e) starting a program for brokers. Also, discussed adding community banks as participants in our programs.

## **NATIONAL HOUSING NEWS**

- Total housing issuances were up in October – with 17 state HFA deals totaling \$1.1 BN (10 Single Family deals – Idaho, Minnesota, California, Texas, New York (2), Utah, North Carolina, Maine and Virginia; and, 7 Multi-Family deals).
- The National Association of Home Builders Housing Market Index for October jumped to a level of 64. Builders report increased consumer interest in buying a home – taking advantage of continued low mortgage rates and competitive prices. “Any value over 50 means the majority of builders see the market getting better rather than getting worse”.

## **GENERAL**

- **US Treasury rates.** The 10 year UST was 2.05% on 10/1 and 2.16% on 10/30. Currently, (11/3) is at 2.18%.
- **Other.**
  - FOMC. Federal Reserve policy makers said they will consider tightening policy at their next meeting in December – refusing to act at their meeting of October 27 – 28. Treasuries fell after the announcement.
  - Government. A government shut-down was averted this week as a budget resolution and debt limit extension for 2 years were adopted.

*Thanks to the Housing bankers at JP Morgan, Raymond James and George K Baum for their input.*

Louisiana Housing Corporation  
Market Rate GNMA Program  
Loan Reservations and Status  
Through 10/31/15



Reservation Month	Reservation		Compliance Approved		Servicer Purchased		GNMA Settled		Cancelled		Total Reservations		Total Excluding Cancelled	
	# Loans	\$ Amount	# Loans	\$ Amount	# Loans	\$ Amount	# Loans	\$ Amount	# Loans	\$ Amount	# Loans	\$ Amount	# Loans	\$ Amount
July '13							1	116,503			1	116,503	1	116,503
August '13							2	260,199	3	338,171	5	598,370	2	260,199
September '13							8	924,656	9	1,183,594	17	2,108,250	8	924,656
October '13							19	2,502,308	6	583,957	25	3,086,265	19	2,502,308
November '13							16	1,813,026	7	734,204	23	2,547,230	16	1,813,026
December '13							13	1,510,920	6	801,120	19	2,312,040	13	1,510,920
January '14							24	2,857,637	12	1,265,175	36	4,122,812	24	2,857,637
February '14							29	3,648,377	4	508,168	33	4,156,545	29	3,648,377
March '14							24	2,862,362	8	820,462	32	3,682,824	24	2,862,362
April '14							22	2,185,195	10	1,176,542	32	3,361,737	22	2,185,195
May '14							37	5,089,924	10	1,135,001	47	6,224,925	37	5,089,924
June '14							22	2,889,988	11	1,241,406	33	4,131,394	22	2,889,988
<b>FY 2014 Total</b>	-	-	-	-	-	-	217	26,661,095	86	9,787,800	303	36,448,895	217	26,661,095
July '14							30	3,818,407	11	1,211,120	41	5,029,527	30	3,818,407
August '14							29	3,423,242	10	1,128,021	39	4,551,263	29	3,423,242
September '14							22	2,833,826	4	459,817	26	3,293,643	22	2,833,826
October '14							24	2,953,117	21	2,594,887	45	5,548,004	24	2,953,117
November '14							14	1,670,776	1	83,460	15	1,754,236	14	1,670,776
December '14							27	3,506,957	6	579,694	33	4,086,651	27	3,506,957
January '15							18	2,015,192	7	855,432	25	2,870,624	18	2,015,192
February '15							18	2,420,828	6	682,246	24	3,103,074	18	2,420,828
March '15							22	2,936,116	8	880,683	30	3,816,799	22	2,936,116
April '15							22	3,075,369	7	939,701	29	4,015,070	22	3,075,369
May '15			1	157,102	2	306,348	23	2,809,704	3	460,504	29	3,733,658	26	3,273,154
June '15					1	66,326	23	2,977,441	7	882,267	31	3,926,034	24	3,043,767
<b>FY 2015 Total</b>	-	-	1	157,102	3	372,674	272	34,440,975	91	10,757,832	367	45,728,583	276	34,970,751
July '15					5	633,315	16	2,099,924	6	790,529	27	3,523,768	21	2,733,239
August '15			6	813,170	11	1,260,058	3	373,804	7	821,861	27	3,268,893	20	2,447,032
September '15			18	2,526,559	3	469,920			5	668,128	26	3,664,607	21	2,996,479
October '15	1	153,075	19	2,637,890					3	440,195	23	3,231,160	20	2,790,965
<b>FY 2016 Total</b>	1	153,075	43	5,977,619	19	2,363,293	19	2,473,728	21	2,720,713	103	13,688,428	82	10,967,715
<b>Grand Total</b>	<b>1</b>	<b>153,075</b>	<b>44</b>	<b>6,134,721</b>	<b>22</b>	<b>2,735,967</b>	<b>508</b>	<b>63,575,798</b>	<b>198</b>	<b>23,266,345</b>	<b>773</b>	<b>95,865,906</b>	<b>575</b>	<b>72,599,561</b>



**Louisiana Housing Corporation  
Market Rate GNMA Program  
GNMA Purchase Proceeds**

Delivery Date	GNMA Pool	Original Pool Face Amount	# of Loans	LHC Proceeds <sup>1</sup>	LHC Profit % <sup>1</sup>
9/18/2013	AF7897	116,503	1	1,220.95	1.05%
11/20/2013	AF7915	350,759	3	3,997.92	1.14%
12/18/2013	AF7922	1,051,174	8	8,731.09	0.83%
12/18/2013	AF7923	759,026	6	15,157.76	2.00%
12/18/2013	AF7924	115,732	1	3,052.77	2.64%
1/17/2014	AI0468	1,098,561	9	8,599.27	0.78%
1/17/2014	AI0469	708,699	6	14,173.78	2.00%
2/19/2014	AI0480	1,292,357	11	10,999.27	0.85%
2/19/2014	AI0481	1,087,037	9	18,885.24	1.74%
3/19/2014	AI0486	2,016,179	16	40,067.84	1.99%
4/21/2014	AI0497	3,445,588	29	86,129.05	2.50%
5/19/2014	AI0504	2,773,325	22	72,952.22	2.63%
6/18/2014	AI0507	2,116,215	18	50,498.62	2.39%
<b>FY 2014</b>		<b>\$ 16,931,154</b>	<b>139</b>	<b>\$ 334,465.78</b>	<b>1.98%</b>
7/18/2014	AI9447	646,004	5	4,343.20	0.67%
7/18/2014	AI9448	1,457,119	14	38,025.57	2.61%
8/20/2014	AI9439	980,006	10	25,127.22	2.56%
8/20/2014	AI9440	3,353,347	24	25,526.81	0.76%
9/17/2014	AJ5269	80,315	1	1,890.10	2.35%
9/17/2014	AJ5270	4,418,905	34	43,283.26	0.98%
10/22/2014	AJ5263	2,860,671	23	23,825.25	0.83%
11/19/2014	AK1537	3,582,325	28	28,589.98	0.80%
11/19/2014	AK1538	341,696	3	10,369.14	3.03%
12/17/2014	AL1052	1,986,821	17	16,446.64	0.83%
12/17/2014	AL1053	335,871	3	10,171.85	3.03%
1/20/2015	AL1062	2,800,980	24	32,692.79	1.17%
2/18/2015	AL8757	2,267,280	16	32,355.66	1.43%
3/20/2015	AL8747	2,869,071	22	42,606.31	1.49%
4/21/2015	AL8739	1,595,050	14	21,801.74	1.37%
5/19/2015	AM6653	1,746,239	13	31,259.97	1.79%
5/19/2015	AM6654	1,322,917	11	17,655.13	1.33%
6/17/2015	AM6644	1,640,013	12	21,987.54	1.34%
<b>FY 2015</b>		<b>\$ 34,284,630</b>	<b>274</b>	<b>\$ 427,958.16</b>	<b>1.25%</b>
7/17/2015	AN9200	2,460,059	17	35,882.15	1.46%
7/17/2015	AN9209	1,662,653	13	29,430.09	1.77%
8/19/2015	AP0334	548,691	4	13,719.68	2.50%
8/19/2015	AP0335	3,141,021	26	48,598.02	1.55%
9/18/2015	AP0322	1,483,842	13	36,209.67	2.44%
9/18/2015	AP0323	713,405	6	9,345.83	1.31%
10/20/2015	AP0369	2,165,592	15	53,230.60	2.46%
10/20/2015	AQ2070	81,524	1	894.05	1.10%
<b>FY 2016</b>		<b>\$ 12,256,787</b>	<b>95</b>	<b>\$ 227,310.09</b>	<b>1.85%</b>
<b>Grand Totals</b>		<b>\$ 63,472,570</b>	<b>508</b>	<b>\$ 989,734.03</b>	<b>1.56%</b>

<sup>1</sup> LHC Proceeds and Profit % are Net of DPA Reimbursement

# LHC FNMA HFA Preferred Program

Program Summary - Stage Summary by Reservation Date				
	Since Inception		October	
	Loan Count	Loan Amount	Loan Count	Loan Amount
<b>Total Pipeline:</b>	<b>77</b>	<b>\$12,468,934.00</b>	<b>9</b>	<b>\$1,517,833.00</b>
<b>Snapshot Stage Summary - as of 10/31/2015</b>				
Reservation	2	\$295,365.00	2	\$295,365.00
Underwriting	0	\$0.00	0	\$0.00
Compliance	15	\$2,345,872.00	4	\$720,745.00
Purchased/Servicer	9	\$1,667,543.00	0	\$0.00
Pooled	0	\$0.00	0	\$0.00
Investor/Trustee	36	\$6,046,603.00	0	\$0.00
Cancelled	15	\$2,113,551.00	3	\$501,723.00
<b>Cumulative Stage Summary - as of 10/31/2015</b>				
Reservation	77	\$12,468,934.00	9	\$1,517,833.00
Underwriting	60	\$10,060,018.00	4	\$720,745.00
Compliance	60	\$10,060,018.00	4	\$720,745.00
Purchased/Servicer	45	\$7,714,146.00	0	\$0.00
Pooled	36	\$6,046,603.00	0	\$0.00
Investor/Trustee	36	\$6,046,603.00	0	\$0.00
Cancelled	15	\$2,113,551.00	3	\$501,723.00

Loan Progression Summary Since Inception		
Stage Progression	Average # of Days	# of Loans
From Reservation to Underwriter Certification	10.40 days	60
From eHP Compliance to Loan Purchase	43.00 days	45
From Reservation to Loan Purchase	50.73 days	45
Days to Purchase By Purchase Month		
Purchase Month	Days From Reservation	# of Loans
April 2015	14.00 days	1
May 2015	33.00 days	1
June 2015	39.00 days	1
July 2015	56.29 days	7
August 2015	43.18 days	11
September 2015	49.63 days	8
October 2015	59.45 days	11

\*Data provided by LHC

# LHC FNMA HFA Preferred Program

Monthly Pipeline Summary for October Loans - as of October 31, 2015

Loan First Stage Date	Loan Number	Loan Amount	Approved Stage	Interest Rate	UW Deadline	Loan Purchase Deadline
10/06/15	PC69	159,600	Compliance Approved	4.750%	10/26/15	12/15/15
10/06/15	PC70	199,820	Cancelled	4.750%	10/26/15	12/15/15
10/08/15	PC71	179,353	Cancelled	4.750%	10/28/15	12/17/15
10/08/15	PC72	122,550	Cancelled	4.750%	10/28/15	12/17/15
10/09/15	PC73	152,290	Compliance Approved	4.750%	10/29/15	12/18/15
10/23/15	PC74	223,100	Compliance Approved	4.750%	11/12/15	01/01/16
10/29/15	PC75	185,755	Compliance Approved	4.750%	11/18/15	01/07/16
10/30/15	PC77	186,240	Reservation	4.750%	11/19/15	01/08/16
10/30/15	PC76	109,125	Reservation	4.750%	11/19/15	01/08/16

\*Data provided by LHC

# LHC FNMA HFA Preferred Program

Settlement Details						
Settlement Date	Loan ID	Reservation Date	Current Prin	LHC Fee (%)	LHC Fee (\$)	Settlement Total
10/14/15	PC52	08/24/15	149,865	1.072%	1,606.55	
10/14/15	PC46	08/13/15	189,150	0.658%	1,244.25	
10/14/15	PC41	08/06/15	113,350	0.718%	813.29	
10/14/15	PC39	07/31/15	147,069	0.919%	1,352.12	
10/14/15	PC49	08/18/15	169,541	0.822%	1,393.21	
10/14/15	PC38	07/28/15	232,659	0.957%	2,226.84	
10/14/15	PC37	07/28/15	96,750	0.957%	926.02	
10/14/15	PC36	07/24/15	177,083	0.910%	1,611.89	
10/14/15	PC29	07/14/15	203,945	1.363%	2,779.01	
10/14/15	PC31	07/14/15	87,095	1.363%	1,186.77	
10/14/15	PC26	07/06/15	176,333	1.311%	2,312.38	17,452.33

	Current Prin	LHC Fee (\$)
Since Inception	\$6,043,499.17	\$59,887.72
FYTD	\$5,622,616.17	\$55,387.90
Ocotber 2015	\$1,742,839.69	\$17,452.33