



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
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Reservations

George K Baum	85	\$161,688.87	8	\$1,278,034.00	0	\$0.00	5	\$813,613.00	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

Pooled

George K Baum	45	\$171,349.60	9	\$1,667,232.51	0	\$0.00	11	\$1,742,839.69	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

Cancelled

George K Baum	16	\$147,734.44	1	\$250,200.00	0	\$0.00	3	\$467,245.00	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

	871	\$111,225,183.04
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

655 \$85,267,137.04

November 2015 November 2014

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

216 \$25,958,046.00

November 2015 November 2014

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
Subtotal		45	\$7,710,731.84

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
Subtotal		531	\$66,426,279.20
Grand Total		576	\$74,137,011.04

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
	Subtotal	45	\$7,710,731.84

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
	Subtotal	531	\$66,426,279.20
	Grand Total	576	\$74,137,011.04

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
Martial 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
Balance	\$347,496.72



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:

Reserved to Date:	2	\$250,380.00	\$49,380.00	1.00
Current Pipeline:	2	\$250,380.00	\$49,380.00	1.00

LHC PREFERRED CONVENTIONAL PROGRAM

Program State Date: 3/13/2015

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

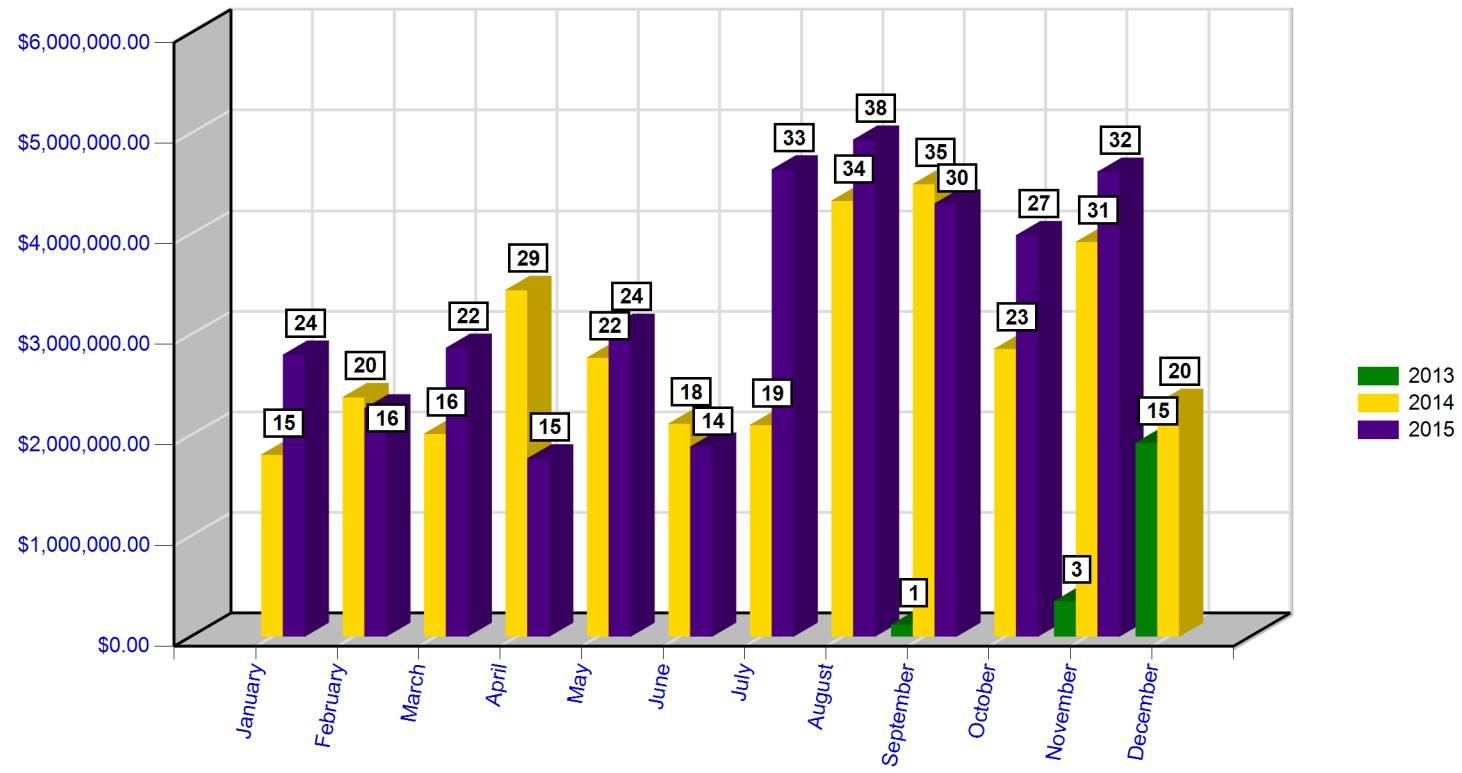
MARKET RATE GNMA PROGRAM

Program State Date: 7/9/2013

Year	2013				
	Pooled	19	\$2,393,193.70	\$44,574.31	1.84
Year	2014				
	Pooled	282	\$34,580,690.83	\$40,624.02	2.10
Year	2015				
	Pooled	230	\$29,452,394.67	\$42,844.86	1.84
Reserved to Date:	784	\$97,231,249.20	\$41,195.64	2.00	
Pooled to Date:	531	\$66,426,279.20	\$41,727.31	1.98	
Current Pipeline:	53	\$7,210,675.00	\$44,250.70	1.83	
Cancelled to Date:	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	\$21,680.04	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
Total	655	\$85,267,137.04	\$130,178.84		\$132,727.47	\$44,666.58	1.97	

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
Total	655	\$85,267,137.04	\$130,178.84



Single Family Housing as of November 23, 2015

Single Family Lock Cancellation Report

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

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 (Total Portfolio)	NA	NA	NA	16	12	6	2	12	0	48
	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		Delinq		Delinq		Delinq	
			30	60	90	120	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
2014	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%
2015	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, Vermilion 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
Balance	\$347,496.72

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
TOTAL	1274



LOUISIANA HOUSING CORPORATION

Financial Advisor's Report

November 3, 2015

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

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 15th 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.

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**GOVERNMENT
CONSULTANTS**

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		
<i>FY 2014 Total</i>	-	-	-	-	-	-	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	
<i>FY 2015 Total</i>	-	-	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	
<i>FY 2016 Total</i>	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	
<i>Grand Total</i>	1	153,075	44	6,134,721		22	2,735,967	508	63,575,798	198	23,266,345	773	95,865,906		575	72,599,561	



RAYMOND JAMES®

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

Delivery Date	GNMA Pool	Original Pool			LHC Proceeds ¹	LHC Profit % ¹
		Face Amount	# of Loans			
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%
FY 2014		\$ 16,931,154	139	\$	334,465.78	1.98%
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%
FY 2015		\$ 34,284,630	274	\$	427,958.16	1.25%
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	APO322	1,483,842	13		36,209.67	2.44%
9/18/2015	APO323	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%
FY 2016		\$ 12,256,787	95	\$	227,310.09	1.85%
Grand Totals		\$ 63,472,570	508	\$	989,734.03	1.56%

¹ 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	
Total Pipeline:	77	\$12,468,934.00	9	\$1,517,833.00	
<i>Snapshot Stage Summary - as of 10/31/2015</i>					
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	
<i>Cumulative Stage Summary - as of 10/31/2015</i>					
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