

# Foreclosure Prevention Scorecard

State-by-State Trends in Homeowner Assistance



Top 10 states for workouts\*

State	12 Months Ending December 2008					Q4 08 vs. Q4 07
	Number of Workouts	Leading City for Workouts	Leading City % of Workouts	% Under \$1,000 Monthly Payment	% of Homes Rescued	% Increase in Workouts
Florida	1,226	Miami	7%	18%	74%	253%
Texas	1,188	Houston	16%	46%	95%	78%
Georgia	733	Lawrenceville	6%	36%	95%	89%
Ohio	702	Toledo	8%	48%	91%	75%
Michigan	675	Detroit	7%	49%	85%	143%
Pennsylvania	653	Philadelphia	18%	54%	94%	82%
North Carolina	617	Charlotte	12%	58%	96%	112%
Illinois	609	Chicago	16%	40%	94%	94%
New York	515	Rochester	6%	45%	96%	60%
Indiana	453	Indianapolis	12%	66%	91%	113%
National	13,807	--	--	43%	90%	129%

## Q4 2008: Nearly 14,000 Homeowners Saved in 2008

In the fourth quarter of 2008, foreclosure prevention efforts by Genworth Financial, a leading mortgage insurer, were up 129 percent over the same period last year. During the quarter, the company helped almost 5,000 borrowers nationwide avoid foreclosure.

### 2008 Workouts by Quarter

Q4	4,795
Q3	3,113
Q2	3,027
Q1	2,872
Total	13,807

Working with lenders and loan servicers, Genworth was able to provide loss mitigation help to almost 14,000 homeowners in the 12 months ending December 31, 2008.

The quarterly Foreclosure Prevention Scorecard provides a representative snapshot of mortgage workout trends by analyzing data from Genworth's Homeowner Assistance program.

Key findings include:

- **Nationally, 90 percent of the troubled homeowners Genworth helped during 2008 were able to keep their homes.**
- **Florida jumped to the number one spot, with a 253 percent increase in workouts in Q4 2008 compared to Q4 2007.**
- **Four states saw triple-digit increases in workouts year-over-year (FL, MI, NC, IN).**
- **Nationwide, repayment plans and loan modifications accounted for more than 70 percent of completed workouts.**

Lenders, servicers, GSEs and mortgage insurers are committed to preventing foreclosures and helping homeowners keep their homes.

**For more information, visit [www.genworth.com/Scorecard](http://www.genworth.com/Scorecard).**

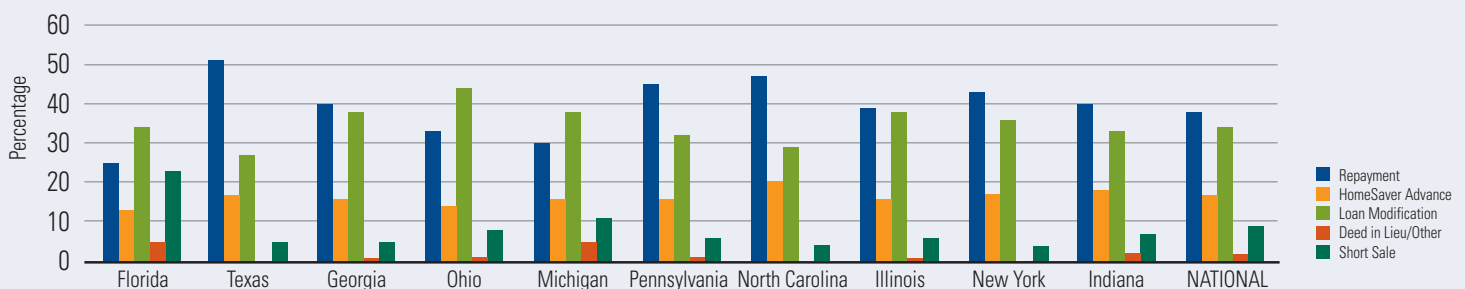
## Loan Modifications Double in One Year

In 2008, Genworth and its servicer partners completed nearly 4,700 loan modifications, more than double the amount in 2007 (2,200). Loan modifications are an increasingly attractive solution for lenders, servicers and homeowners, accounting for a quarter of Genworth's workouts in 2008.

## Workout Comparison from 2007 to 2008 (Percentages of Total)

	2007	2008	
Cures	Repayment	67	39
	HomeSaver Advance™	0	17
	Loan Mod	26	34
Non-Cures	Deed/Other	1	1
	Short Sale	6	9
	Total Workouts	8,586	13,807

## State-by-State Workout Types in 2008 (Percentage of Total)



This report reflects statistical data and the various workout options being used by lenders, loan servicers and companies like Genworth to help keep people in homes and avoid foreclosure.

*Terms include:*

**Number of Workouts**

The number of delinquent homeowners assisted by Genworth and its lender partners in each state from January 1, 2008 to December 31, 2008.

**Leading City for Workouts**

The city in each state with the most Genworth-assisted workouts from January 1, 2008 to December 31, 2008.

**Leading City % of Workouts**

The percentage of homeowners in the leading city for each state with the most Genworth-assisted workouts from January 1, 2008 to December 31, 2008.

**% Under \$1,000 Monthly Payment**

The percentage of homeowners helped by Genworth from January 1, 2008 to December 31, 2008 that have a monthly mortgage payment under \$1,000.

**% of Homes Rescued**

The percentage of cures for assisted borrowers who were brought current on their loans and able to keep their homes.

**% Increase in Workouts**

The percentage increase in the number of delinquent homeowners Genworth assisted in the fourth quarter of 2008, as compared to the fourth quarter of 2007.

**Repayment Plan**

A borrower makes scheduled payments toward the delinquent amount of the loan in addition to the regular payments to bring the loan current.

**Loan Modification**

A borrower brings the loan current by adding past-due amounts to the unpaid principal balance and possibly changing one or more of the terms of the original loan to make the payment more affordable.

**HomeSaver Advance™**

Funds are loaned to the borrower by the investor to bring the loan current.

**Short Sale**

A borrower avoids foreclosure by selling the property, even when the home's market value is less than the total amount owed.

**Deed-in-Lieu of Foreclosure**

A borrower turns over the title of the property to the lender to avoid foreclosure.

*HomeSaver Advance™  
is a trademark of  
Fannie Mae.*

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