

# Foreclosure Prevention Scorecard

State-by-State Trends in Homeowner Assistance



Top 10 states for workouts\*

State	12 Months Ending June 2008				Q2 08 vs. Q2 07	
	Number of Workouts	Leading City for Workouts per State	Average Monthly Mortgage Payment	% Under \$1,000 Monthly Payment	Cure Rate	% Increase in Workouts
Texas	961	Houston (18%)	\$893	72%	95%	-12%
Florida	707	Jacksonville (6%)	\$963	44%	74%	136%
Ohio	584	Cincinnati (7%)	\$898	91%	91%	35%
Georgia	545	Atlanta/Lawrenceville (5%)	\$941	58%	94%	24%
Pennsylvania	522	Philadelphia (14%)	\$899	76%	95%	6%
Illinois	489	Chicago (15%)	\$935	59%	94%	19%
North Carolina	486	Charlotte (12%)	\$899	74%	95%	12%
Michigan	482	Detroit (8%)	\$926	66%	84%	81%
New York	421	Rochester (9%)	\$908	63%	94%	9%
Indiana	359	Indianapolis (10%)	\$933	77%	91%	51%
National	9982	--	\$978	63%	90%	32%

## Q2 2008: Foreclosure Prevention is on the Rise

In the second quarter of 2008, Genworth Financial, a leading mortgage insurer, continued to work with lenders and loan servicers to help an additional 3,000 delinquent borrowers nationwide avoid foreclosure.

This scorecard presents a representative snapshot of overall foreclosure prevention efforts across the U.S., based on Genworth's nationwide loss mitigation efforts.

### Key Findings:

- **As more homeowners fall behind on their mortgage payment, the need for help is greater than ever. Genworth and its servicer partners have responded by completing 32 percent more workouts in Q2 2008 than in the same period last year.**
- **Nationally, 63 percent of borrowers helped had mortgage payments below \$1,000. The average monthly payment was \$978.**
- **Texas, Florida and Ohio remain the most active states for helping delinquent borrowers, making up nearly one quarter of the total workouts nationally.**

An open line of communication is the first step in saving more homes. To calm their fears about asking for help, a growing number of Genworth mortgage insurance customers in financial difficulty are using its borrower assistance website to start the workout process on their own terms. The Genworth Homeowner Assistance Program is offered to borrowers at no cost. Struggling borrowers should be wary of fee-based assistance that may not help them get ahead in the end.

\* Data from all 50 states available upon request.

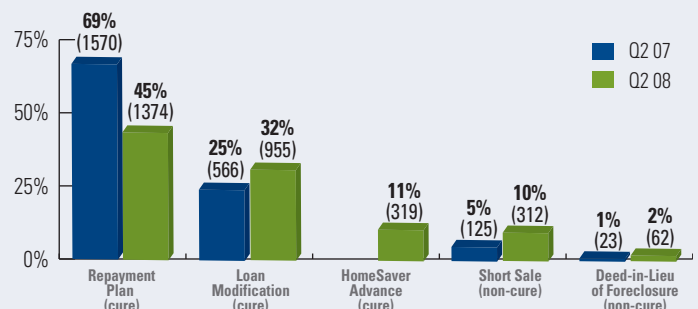
## 9 out of 10 Homes Saved



In the 12 months ending June 2008, **90 percent** of Genworth-assisted workouts nationwide were **cures**, where borrowers were able to keep their homes and become up to date on their mortgage payments.

Nationally, loan modifications have increased, along with a rise in short sales. Repayment plans dropped over the period, but still make up the bulk of Genworth-assisted workouts. HomeSaver Advance™, a newer workout offered for Fannie Mae-backed loans, is gaining traction as well.

## National Trends in Workouts



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 July 1, 2007 to June 30, 2008.

**Leading City for Workouts**

The city in each state with the most Genworth-assisted workouts from July 1, 2007 to June 30, 2008.

**Average Monthly Payment**

The average amount that Genworth's workout recipients owed on their monthly mortgage payment from July 1, 2007 to June 30, 2008.

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

The percentage of homeowners helped by Genworth from July 1, 2007 to June 30, 2008, who have a monthly mortgage payment under \$1,000.

**Cure Rate**

The percentage of 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 second quarter of 2008, as compared to the second 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.*

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