



This document describes the Housing Finance Agency (HFA) Hardest-Hit Fund (HHF) data that state HFAs are required to provide to Bank of New York Mellon. It includes quarterly borrower characteristic data and program specific performance data. All HFA HHF data submitted to Bank of New York Mellon must be accurate, complete, and in agreement with retained HFA records. Data should be reported by each state HFA by the 15th of the month following the quarter.

Data requested in the "Borrower Characteristic" worksheet should be reported in aggregate for all HHF programs run by the state HFA. Program specific data is separated into reporting tabs for each individual program. State HFAs should report program performance data on an individual program basis. A data dictionary has been provided to assist in the definition of each data point.

**Template Version Date: August 2011**

New Jersey			
HFA Performance Data Reporting- Borrower Characteristics			
		QTD	Cumulative
<b>Unique Borrower Count</b>			
	Number of Unique Borrowers Receiving Assistance	114	168
	Number of Unique Borrowers Denied Assistance	196	432
	Number of Unique Borrowers Withdrawn from Program	9	9
	Number of Unique Borrowers in Process	2445	N/A
	Total Number of Unique Borrower Applicants	2764	3054
<b>Borrower Income (\$)</b>			
	Above \$90,000	3.51%	2.38%
	\$70,000- \$89,000	3.51%	4.17%
	\$50,000- \$69,000	13.16%	13.09%
	Below \$50,000	79.82%	80.36%
<b>Borrower Income as Percent of Area Median Income (AMI)</b>			
	Above 120%	2.63%	1.79%
	110%- 119%	0.89%	0.59%
	100%- 109%	1.75%	2.38%
	90%- 99%	2.63%	1.79%
	80%- 89%	1.75%	2.38%
	Below 80%	90.35%	91.07%
<b>Geographic Breakdown (by county)</b>			
	Atlantic	10	11
	Bergen	4	5
	Burlington	11	18
	Camden	7	15
	Cape May	0	1
	Cumberland	1	1
	Essex	12	15
	Gloucester	6	8
	Hudson	2	2
	Hunterdon	2	3
	Mercer	4	6
	Middlesex	9	15
	Monmouth	11	16
	Morris	4	8
	Ocean	14	20
	Passaic	2	3
	Salem	0	1
	Somerset	5	5
	Sussex	1	3
	Union	7	8
	Warren	2	4
<b>Home Mortgage Disclosure Act (HMDA)</b>			
<i>Borrower</i>			
<b>Race</b>			
	American Indian or Alaskan Native	0	0
	Asian	4	5
	Black or African American	29	38
	Native Hawaiian or other Pacific Islander	0	0
	White	73	116
	Information not provided by borrower	8	9
<b>Ethnicity</b>			
	Hispanic or Latino	10	15
	Not Hispanic or Latino	104	153
	Information not provided by borrower	0	0
<b>Sex</b>			
	Male	55	82
	Female	59	86
	Information not provided by borrower	0	0
<i>Co-Borrower</i>			
<b>Race</b>			
	American Indian or Alaskan Native	0	0

New Jersey			
HFA Performance Data Reporting- Borrower Characteristics			
		QTD	Cumulative
	Asian	5	5
	Black or African American	3	6
	Native Hawaiian or other Pacific Islander	0	0
	White	35	56
	Information not provided by borrower	1	1
<b>Ethnicity</b>			
	Hispanic or Latino	4	7
	Not Hispanic or Latino	40	61
	Information not provided by borrower	0	0
<b>Sex</b>			
	Male	9	18
	Female	35	50
	Information not provided by borrower	0	0
<b>Hardship</b>			
	Unemployment	90	140
	Underemployment	24	28
	Divorce	0	0
	Medical Condition	0	0
	Death	0	0
	Other	0	0
<b>Current Loan to Value Ratio (LTV)</b>			
	<100%	85.96%	86.31%
	100%-109%	5.26%	7.74%
	110%-120%	1.75%	1.19%
	>120%	7.03%	4.76%
<b>Current Combined Loan to Value Ratio (CLTV)</b>			
	<100%	85.96%	86.31%
	100%-119%	7.02%	8.93%
	120%-139%	6.14%	4.17%
	140%-159%	0.00%	0.00%
	>=160%	0.88%	0.59%
<b>Delinquency Status (%)</b>			
	Current	35.09%	36.90%
	30+	2.63%	5.95%
	60+	7.02%	5.95%
	90+	55.26%	51.20%
<b>Household Size</b>			
	1	26	41
	2	40	50
	3	24	35
	4	16	26
	5+	8	16

\*The total of Number of Unique Borrowers Denied Assistance reported accounts for 14 applicants denied in prior quarters who were subsequently approved in the 1st quarter 2012 under revised program guidelines.

# New Jersey

## HFA Performance Data Reporting- Program Performance HomeKeeper Program

		QTD	Cumulative
<b>Program Intake/Evaluation</b>			
<i>Approved</i>			
Number of Applications Approved		114	168
% of Total Number of Applications		4.12%	5.50%
<i>Denied</i>			
Number of Applications Denied*		196	432
% of Total Number of Applications		7.09%	14.15%
<i>Withdrawn</i>			
Number of Applications Withdrawn		9	9
% of Total Number of Applications		0.33%	0.29%
<i>In Process</i>			
Number of Applications In Process		2445	N/A
% of Total Number of Applications		88.46%	N/A
<i>Total</i>			
Total Number of Applications Received		2764	3054
Number of Borrowers Participating in Other HFA HHF Programs or Program Components		0	0
<b>Program Characteristics</b>			
<b>General Characteristics</b>			
Median 1st Lien Housing Payment Before Assistance		1714.4	1727.86
Median 1st Lien Housing Payment After Assistance		35	35
Median 2nd Lien Housing Payment Before Assistance		410	341.23
Median 2nd Lien Housing Payment After Assistance		N/A	N/A
Median 1st Lien UPB Before Program Entry		195135.57	191152.27
Median 1st Lien UPB After Program Entry		N/A	N/A
Median 2nd Lien UPB Before Program Entry		41000	37750.39
Median 2nd Lien UPB After Program Entry		N/A	N/A
Median Principal Forgiveness <sup>1</sup>		0	0
Median Length of Time Borrower Receives Assistance		N/A	2
Median Assistance Amount		3672.8	4162.87
<b>Assistance Characteristics</b>			
Assistance Provided to Date		700886.2	918883.04
Total Lender/Servicer Assistance Amount		N/A	N/A
Borrowers Receiving Lender/Servicer Match (%)		N/A	N/A
Median Lender/Servicer Assistance per Borrower		N/A	N/A
<b>Other Characteristics</b>			
Median Length of Time from Initial Request to Assistance Granted		244	220
<i>Current</i>			
Number		40	62
%		35.09%	36.90%
<i>Delinquent (30+)</i>			
Number		3	10
%		2.63%	5.95%
<i>Delinquent (60+)</i>			
Number		8	10
%		7.02%	5.95%
<i>Delinquent (90+)</i>			
Number		63	86
%		55.26%	51.19%
<b>Program Outcomes</b>			
Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcomes)		0	0
<b>Alternative Outcomes</b>			
<i>Foreclosure Sale</i>			
Number		0	0
%		0.00%	0.00%
<i>Cancelled</i>			

## New Jersey

### HFA Performance Data Reporting- Program Performance HomeKeeper Program

		QTD	Cumulative
	Number	0	0
	%	0.00%	0.00%
<i>Deed in Lieu</i>			
	Number	0	0
	%	0.00%	0.00%
<i>Short Sale</i>			
	Number	0	0
	%	0.00%	0.00%
<b>Program Completion/ Transition</b>			
<i>Loan Modification Program</i>			
	Number	0	0
	%	0.00%	0.00%
<i>Re-employed/ Regain Appropriate Employment Level</i>			
	Number	0	0
	%	0.00%	0.00%
<i>Reinstatement/Current/Payoff</i>			
	Number	0	0
	%	0.00%	0.00%
<i>Short Sale</i>			
	Number	N/A	N/A
	%	N/A	N/A
<i>Deed in Lieu</i>			
	Number	N/A	N/A
	%	N/A	N/A
<i>Other - Borrower Still Owns Home</i>			
	Number	0	0
	%	0.00%	0.00%
<b>Homeownership Retention<sup>2</sup></b>			
	Six Months Number	N/A	2
	Six Months %	N/A	100.00%
	Twelve Months Number	N/A	0
	Twelve Months %	N/A	0.00%
	Unreachable Number	N/A	0
	Unreachable %	N/A	0.00%

\*The total of Number of Unique Borrowers Denied Assistance reported accounts for 14 applicants denied in prior quarters who were subsequently approved in the 1st quarter 2012 under revised program guidelines.

1. includes second mortgage settlement
2. Borrower still owns home

Data Dictionary		
HFA Performance Data Reporting- Borrower Characteristics		
The Following Data Points Are To Be Reported In Aggregate For All Programs:		
<b>Unique Borrower Count</b>		
		Total number of <b>unique</b> borrowers having received some form of assistance under any one of the HFA's programs. The number of borrowers represented in the other "Borrower Characteristics" fields should foot to this number.
	Number of Unique Borrowers Receiving Assistance	Total number of <b>unique</b> borrowers <b>not</b> receiving assistance under any of the programs and not withdrawn
	Number of Unique Borrowers Denied Assistance	Total number of <b>unique</b> borrowers who <b>do not</b> receive assistance under any program because of voluntary withdrawal after approval or failure to complete application despite attempts by the HFA
	Number of Unique Borrowers Withdrawn from Program	Total number of <b>unique</b> borrowers who have not been decisioned for any program and are pending review. This should be reported in the QTD column only.
	Number of Unique Borrowers in Process	Total number of <b>unique</b> borrowers. This should be the total of the four above fields (using the QTD column for in process borrowers).
	Total Number of Unique Applicants	
<b>Borrower Income</b>		
	All Categories	At the time of assistance, borrower's annual income (\$) rounded to the nearest thousand.
<b>Borrower Income as Percent of Area Median Income (AMI)</b>		
	All Categories	At the time of assistance, borrower's annual income as a percentage of area median income.
<b>Geographic Breakdown (by County)</b>		
	All Categories	Number of aggregate borrowers assisted in each county listed.
<b>Home Mortgage Disclosure Act (HMDA)</b>		
		<b>Borrower</b>
	<b>Race</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Ethnicity</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Sex</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
		<b>Co-Borrower</b>
	<b>Race</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Ethnicity</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Sex</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
<b>Hardship</b>		
	All Categories	All totals for the aggregate number of borrowers assisted.
<b>Current Loan to Value Ratio (LTV)</b>		
	All Categories	Market loan to value ratio calculated using the unpaid principal balance at the time of assistance divided by the most current valuation at the time of assistance.
<b>Current Combined Loan to Value Ratio (CLTV)</b>		
	All Categories	Market combined loan to value ratio calculated using the unpaid principal balance for all first and junior liens at the time of assistance divided by the most current valuation at the time of assistance.
<b>Delinquency Status (%)</b>		
	All Categories	Delinquency status at the time of assistance.
<b>Household Size</b>		
	All Categories	Household size at the time of assistance.
HFA Performance Data Reporting- Program Performance		
The Following Data Points Are To Be Reported In Aggregate For All Programs:		
<b>Program Intake/Evaluation</b>		
	<b>Approved</b>	
	Number of Applications Approved	The total number of applications approved for assistance for the specific program
	% of Total Number of Applications	Total number of applications approved for assistance for the specific program divided by the total number of applications received for the specific program.
	<b>Denied</b>	
	Number of Applications Denied	The total number of applications denied for assistance for the specific program. A borrower that has provided the necessary information for consideration for program assistance, but is not approved for this assistance.
	% of Total Number of Applications	Total number of applications denied for assistance for the specific program divided by the total number of applications received for the specific program.
	<b>Withdrawn</b>	
	Number of Applications Withdrawn	The total number of applications withdrawn from the specific program. A withdrawal is defined as a borrower who was approved but never received funding, or a borrower who drops out of the process despite attempts by the HFA to complete application.
	% of Total Number of Applications	Total number of applications for assistance withdrawn for the specific program divided by the total number of applications received for the specific program.
	<b>In Process</b>	
	Number of Applications In Process	The total number of applications for the specific program that have not been decisioned and are pending review. This should be reported in the QTD column only.
	% of Total Number of Applications	Total number of applications for the specific program that have not been decisioned and are pending review divided by the total number of applications received for the specific program.
	<b>Total</b>	
	Total Number of Applications Received	Total number of applications received for the specific program (approved, denied, withdrawn and QTD in process).
	Number of Borrowers Participating in Other HFA HHF Programs or Program Components	Number of households participating in other HFA sponsored HHF programs or other HHF program components.
<b>Program Characteristics</b>		
<b>General Characteristics</b>		
	Median 1st Lien Housing Payment Before Assistance	Median first lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their first lien before receiving assistance.
	Median 1st Lien Housing Payment After Assistance	Median first lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual first lien payment less HFA contribution.
	Median 2nd Lien Housing Payment Before Assistance	Median second lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their second lien before receiving assistance.
	Median 2nd Lien Housing Payment After Assistance	Median second lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual second lien payment less HFA contribution.
	Median 1st Lien UPB Before Program Entry	Median principal balance of all applicants approved for assistance prior to receiving assistance.
	Median 1st Lien UPB After Program Entry	Median principal balance of all applicants approved for assistance after receiving assistance.
	Median 2nd Lien UPB Before Program Entry	Median second lien principal balance of all applicants approved for assistance prior to receiving assistance.
	Median 2nd Lien UPB After Program Entry	Median second lien principal balance of all applicants approved for assistance after receiving assistance.
	Median Principal Forgiveness	Median amount of principal forgiveness granted (\$). This should only include extinguished fees in the event that those fees have been capitalized. *Includes second lien extinguishment
	Median Length of Time Borrower Receives Assistance	Median length of time a borrower receives on-going assistance (e.g., unemployment programs). Please report in months (round up to closest integer). This only need be reported in the cumulative column.
	Median Assistance Amount	Median amount of assistance (\$).
<b>Assistance Characteristics</b>		
	Assistance Provided	Total amount of aggregate assistance provided by the HFA (does not include lender matching assistance).
	Total Lender/Servicer Assistance Amount	Total amount of aggregate assistance provided by the lenders / servicers (does not include HFA assistance).
	Borrowers Receiving Lender/Servicer Match (%)	Lender waiving fees and / or forbearance does not count towards lender / servicer assistance.
	Median Lender/Servicer Assistance per Borrower	Percent of borrowers receiving lender/servicer match out of the total number of assisted applicants.
<b>Other Characteristics</b>		
	Median Length of Time from Initial Request to Assistance Granted	Median length of time from initial contact with borrower (general eligibility determination) to granted assistance. Please report in days (round up to closest integer).
	<b>Current</b>	

Number	Number of households current at the time assistance is received.
%	Percent of current households divided by the total number of approved applicants.
<b>Delinquent (30+)</b>	
Number	Number of households 30+ days delinquent but less than 60 days delinquent at the time assistance is received.
%	Percent of 30+ days delinquent but less than 60 days delinquent households divided by the total number of approved applicants.
<b>Delinquent (60+)</b>	
Number	Number of households 60+ days delinquent but less than 90 days delinquent at the time assistance is received.
%	Percent of 60+ days delinquent but less than 90 Days delinquent households divided by the total number of approved applicants.
<b>Delinquent (90+)</b>	
Number	Number of households 90+ Days delinquent at the time assistance is received.
%	Percent of 90+ days delinquent households divided by the total number of approved applicants.
<b>Program Outcomes</b>	
Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcome)	Number of households who are not longer in the HFA program and reach an alternative outcome or program completion/transition.
<b>Alternative Outcomes</b>	
<b>Foreclosure Sale</b>	
Number	Number of households transitioned out of the HHF program into a foreclosure sale as an alternative outcome of the program.
%	Percent of transitioned households that resulted in foreclosure.
<b>Cancelled</b>	
Number	Number of borrowers who were <b>approved and funded</b> , then were disqualified or voluntarily withdrew from the program without re-employment or other intended transition.
%	Percent of transitioned households that were cancelled from the program.
<b>Deed in Lieu</b>	
Number	Number of households transitioned out of the HHF program into a deed in lieu as an alternative outcome of the program.
%	Percent of transitioned households that resulted in deed in lieu.
<b>Short Sale</b>	
Number	Number of households transitioned out of the HHF program into a short sale as an alternative outcome of the program.
%	Percent of transitioned households that resulted in short sale.
<b>Program Completion/ Transition</b>	
<b>Loan Modification Program</b>	
Number	Number of households that transitioned into a loan modification program (such as the Making Home Affordable Program)
%	Percent of transitioned households entering a loan modification program.
<b>Re-employed/ Regain Appropriate Employment Level</b>	
Number	Number of households transitioned out of the program due to regaining employment and/or appropriate levels of employment.
%	Percent of transitioned households that resulted in re-employment or regained employment levels.
<b>Reinstatement/Current/Payoff</b>	
Number	Number of households transitioned out of the program due to reinstating/bringing loan current or paying off their mortgage loan.
%	Percent of transitioned households that resulted in reinstatement/current or payoff.
<b>Short Sale</b>	
Number	Number of households transitioned out of the HHF program into a short sale as the desired outcome of the program.
%	Percent of transitioned households that resulted in short sale.
<b>Deed in Lieu</b>	
Number	Number of households transitioned out of the HHF program into a deed in lieu as the desired outcome of the program.
%	Percent of transitioned households that resulted in a deed in lieu
<b>Other - Borrower Still Owns Home</b>	
Number	Number of households transitioned out of the HHF program not falling into one of the transition categories above, but still maintaining ownership of the home.
%	Percent of transitioned households in this category
<b>Homeownership Retention<sup>1</sup></b>	
Six Months	Number of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance.
%	Percent of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance divided by the total number of households assisted by the program 6 months prior to reporting period.
Twelve Months	Number of households assisted by the program in which borrower retains ownership 12 months post receipt of initial assistance.
%	Percent of households assisted by the program in which the borrower retains ownership 12 months post receipt of initial assistance divided by the total number of households assisted by the program 12 months prior to reporting period.
Unreachable	Number of homes assisted by the program that are unable to be verified by any means.
%	Percent of homes assisted by the Program that are unable to be verified by any means.
1. Borrower still owns home	
* Information should reflect quarterly activity (e.g., borrowers assisted during the reporting quarter)	