



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: April 2012

New Jersey			
HFA Performance Data Reporting- Borrower Characteristics			
		QTD	Cumulative
Unique Borrower Count			
	Number of Unique Borrowers Receiving Assistance	330	498
	Number of Unique Borrowers Denied Assistance*	1502	1929
	Number of Unique Borrowers Withdrawn from Program	56	65
	Number of Unique Borrowers in Process	1856	N/A
	Total Number of Unique Borrower Applicants	3744	4348
Borrower Income (\$)			
	Above \$90,000	6.05%	4.82%
	\$70,000- \$89,000	6.67%	5.82%
	\$50,000- \$69,000	15.76%	14.86%
	Below \$50,000	71.52%	74.50%
Borrower Income as Percent of Area Median Income (AMI)			
	Above 120%	3.64%	3.01%
	110%- 119%	2.42%	1.81%
	100%- 109%	2.73%	2.61%
	90%- 99%	2.12%	2.01%
	80%- 89%	7.27%	5.62%
	Below 80%	81.82%	84.94%
Geographic Breakdown (by county)			
	Atlantic	24	35
	Bergen	15	20
	Burlington	34	52
	Camden	35	50
	Cape May	4	5
	Cumberland	9	10
	Essex	14	29
	Gloucester	10	18
	Hudson	9	11
	Hunterdon	3	6
	Mercer	13	19
	Middlesex	43	58
	Monmouth	28	44
	Morris	15	23
	Ocean	28	48
	Passaic	5	8
	Salem	2	3
	Somerset	8	13
	Sussex	12	15
	Union	16	24
	Warren	3	7
Home Mortgage Disclosure Act (HMDA)			
<i>Borrower</i>			
Race			
	American Indian or Alaskan Native	0	0
	Asian	11	16
	Black or African American	78	116
	Native Hawaiian or other Pacific Islander	0	0
	White	209	325
	Information not provided by borrower	32	41
Ethnicity			
	Hispanic or Latino	29	251
	Not Hispanic or Latino	301	247
	Information not provided by borrower	0	0
Sex			
	Male	169	251
	Female	161	247
	Information not provided by borrower	0	0
<i>Co-Borrower</i>			
Race			
	American Indian or Alaskan Native	0	0

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New Jersey				
HFA Performance Data Reporting- Borrower Characteristics				
		QTD	Cumulative	
	Asian	5	10	
	Black or African American	26	32	
	Native Hawaiian or other Pacific Islander	0	0	
	White	94	150	
	Information not provided by borrower	14	15	
	Ethnicity			
	Hispanic or Latino	14	21	
	Not Hispanic or Latino	125	186	
	Information not provided by borrower	0	0	
	Sex			
Male	41	59		
Female	98	148		
Information not provided by borrower	0	0		
Hardship				
	Unemployment	264	404	
	Underemployment	66	94	
	Divorce	0	0	
	Medical Condition	0	0	
	Death	0	0	
	Other	0	0	
Current Loan to Value Ratio (LTV)				
	<100%	64.55%	71.89%	
	100%-109%	15.15%	12.65%	
	110%-120%	8.48%	6.02%	
	>120%	11.82%	9.44%	
Current Combined Loan to Value Ratio (CLTV)				
	<100%	64.55%	71.89%	
	100%-119%	23.64%	18.67%	
	120%-139%	11.21%	8.84%	
	140%-159%	0.30%	0.20%	
	>=160%	0.30%	0.40%	
Delinquency Status (%)				
	Current	22.42%	27.31%	
	30+	6.98%	6.63%	
	60+	5.15%	5.42%	
	90+	65.45%	60.64%	
Household Size				
	1	84	125	
	2	85	135	
	3	63	98	
	4	54	80	
	5+	44	60	
*The total number of Unique Borrowers Denied Assistance reported accounts for 5 applicants denied in prior quarters who were subsequently approved in the 2nd quarter 2012 under revised program guidelines.				

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New Jersey

HFA Performance Data Reporting- Program Performance HomeKeeper Program

		QTD	Cumulative
Program Intake/Evaluation			
<i>Approved</i>			
Number of Borrowers Receiving Assistance		330	498
% of Total Number of Applications		8.81%	11.45%
<i>Denied</i>			
Number of Borrowers Denied		1502	1929
% of Total Number of Applications		40.12%	44.37%
<i>Withdrawn</i>			
Number of Borrowers Withdrawn		56	65
% of Total Number of Applications		1.50%	1.49%
<i>In Process</i>			
Number of Borrowers In Process		1856	N/A
% of Total Number of Applications		49.57%	N/A
<i>Total</i>			
Total Number of Borrowers Applied		3744	4348
Number of Borrowers Participating in Other HFA HHF Programs or Program Components		1	1
Program Characteristics			
General Characteristics			
Median 1st Lien Housing Payment Before Assistance		1679.17	1701.16
Median 1st Lien Housing Payment After Assistance		35	35
Median 2nd Lien Housing Payment Before Assistance		0	341.23
Median 2nd Lien Housing Payment After Assistance		N/A	N/A
Median 1st Lien UPB Before Program Entry		186289.59	188188.85
Median 1st Lien UPB After Program Entry		N/A	N/A
Median 2nd Lien UPB Before Program Entry		0	37750.39
Median 2nd Lien UPB After Program Entry		N/A	N/A
Median Principal Forgiveness ¹		0	0
Median Length of Time Borrower Receives Assistance		N/A	1
Median Assistance Amount		3459.8	4129.07
Assistance Characteristics			
Assistance Provided to Date		2435680.84	3354563.88
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
Other Characteristics			
Median Length of Time from Initial Request to Assistance Granted		280	256
<i>Current</i>			
Number		74	136
%		22.42%	27.31%
<i>Delinquent (30+)</i>			
Number		23	33
%		6.98%	6.63%
<i>Delinquent (60+)</i>			
Number		17	27
%		5.15%	5.42%
<i>Delinquent (90+)</i>			
Number		216	302
%		65.45%	60.64%
Program Outcomes			
Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcomes)		25	25
Alternative Outcomes			
<i>Foreclosure Sale</i>			
Number		0	0
%		0.00%	0.00%
<i>Cancelled</i>			

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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%
Program Completion/ Transition			
<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	22	22
	%	88.00%	88.00%
<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	3	3
	%	12.00%	12.00%
Homeownership Retention²			
	Six Months Number	N/A	54
	Six Months %	N/A	100.00%
	Twelve Months Number	N/A	0
	Twelve Months %	N/A	0.00%
	Twenty-four Months Number	N/A	0
	Twenty-four Months %	N/A	0.00%
	Unreachable Number	N/A	0
	Unreachable %	N/A	0.00%

1. Includes second mortgage settlement

2. Borrower still owns home

*The total number of Unique Borrowers Denied Assistance reported accounts for 5 applicants denied in prior quarters who were subsequently approved in the 2nd quarter 2012 under revised program guidelines.

Data Dictionary		
HFA Performance Data Reporting- Borrower Characteristics		
The Following Data Points Are To Be Reported In Aggregate For All Programs:		
Unique Borrower Count		
		Total number of unique 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 unique borrowers not receiving assistance under any of the programs and not withdrawn
	Number of Unique Borrowers Denied Assistance	Total number of unique borrowers who do not 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 unique borrowers who have not been decided 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 unique borrowers. This should be the total of the four above fields (using the QTD column for in process borrowers).
	Total Number of Unique Applicants	
Borrower Income		
	All Categories	At the time of assistance, borrower's annual income (\$) rounded to the nearest thousand.
Borrower Income as Percent of Area Median Income (AMI)		
	All Categories	At the time of assistance, borrower's annual income as a percentage of area median income.
Geographic Breakdown (by County)		
	All Categories	Number of aggregate borrowers assisted in each county listed.
Home Mortgage Disclosure Act (HMDA)		
		Borrower
	Race	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Ethnicity	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Sex	
	All Categories	All totals for the aggregate number of borrowers assisted.
		Co-Borrower
	Race	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Ethnicity	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Sex	
	All Categories	All totals for the aggregate number of borrowers assisted.
Hardship		
	All Categories	All totals for the aggregate number of borrowers assisted.
Current Loan to Value Ratio (LTV)		
	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.
Current Combined Loan to Value Ratio (CLTV)		
	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.
Delinquency Status (%)		
	All Categories	Delinquency status at the time of assistance.
Household Size		
	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		
Program Intake/Evaluation		
	Approved	
	Number of Borrowers Receiving Assistance	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.
	Denied	
	Number of Borrowers 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.
	Withdrawn	
	Number of Borrowers 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.
	In Process	
	Number of Borrowers In Process	The total number of applications for the specific program that have not been decided 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 decided and are pending review divided by the total number of applications received for the specific program.
	Total	
	Total Number of Borrowers Applied	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.
Program Characteristics		
General Characteristics		
	Median 1st Lien Housing Payment Before Assistance	Median first lien housing payment paid by homeowner 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 paid by homeowner 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 paid by homeowner 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 paid by homeowner 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 (\$).
Assistance Characteristics		
	Assistance Provided	Total amount of aggregate assistance provided by the HFA (does not include lender matching assistance).
	Total Lender/Service Assistance Amount	Total amount of aggregate assistance provided by the lenders / servicers (does not include HFA assistance).
	Borrowers Receiving Lender/Service Match (%)	Lender waiving fees and / or forbearance does not count towards lender / servicer assistance.
	Median Lender/Service Assistance per Borrower	Percent of borrowers receiving lender/servicer match out of the total number of assisted applicants.
		Median lender/servicer matching amount (for borrowers receiving matching)
Other Characteristics		
	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).
	<i>Current</i>	

Number	Number of households current at the time assistance is received.
%	Percent of current households divided by the total number of approved applicants.
Delinquent (30+)	
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.
Delinquent (60+)	
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.
Delinquent (90+)	
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.
Program Outcomes	
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.
Alternative Outcomes	
Foreclosure Sale	
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.
Cancelled	
Number	Number of borrowers who were approved and funded , 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.
Deed in Lieu	
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.
Short Sale	
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.
Program Completion/ Transition	
Loan Modification Program	
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.
Re-employed/ Regain Appropriate Employment Level	
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.
Reinstatement/Current/Payoff	
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.
Short Sale	
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.
Deed in Lieu	
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
Other - Borrower Still Owns Home	
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
Homeownership Retention¹	
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.
Twenty-four Months	Number of households assisted by the program in which borrower retains ownership 24 months post receipt of initial assistance.
%	Percent of households assisted by the program in which the borrower retains ownership 24 months post receipt of initial assistance divided by the total number of households assisted by the program 24 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)	