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## AGENDA REPORT

**TO:** HENRY L. GARDNER  
INTERIM CITY ADMINISTRATOR

**FROM:** Michele Byrd

**SUBJECT:** Quarterly Report on Foreclosure Issues

**DATE:** August 21, 2014

City Administrator  
Approval

Date

9-3-14

**COUNCIL DISTRICT:** City-wide

### RECOMMENDATION

Staff recommends that the Committee accept this:

**Quarterly Tracking Report on Housing Foreclosure and Outcome Data  
from Related City Programs.**

### BACKGROUND

This report responds to the standing request of the Community and Economic Development Committee for a quarterly report tracking housing foreclosure data and outcomes from City of Oakland programs designed to help address problems caused by foreclosures.

### ANALYSIS

#### I. RESIDENTIAL FORECLOSURE DATA & TRENDS

National information on foreclosure issues shows the following trends in many urban communities, with recovering local economies, have continued this past quarter:

1. Continued significant decline in foreclosure activities.<sup>1</sup>
2. Sale prices are up and availability of houses for sale is beginning to increase in tight markets.<sup>2</sup>

<sup>1</sup> Foreclosure Forecast for 2014: Anticipated Impact on Housing Market, March 23, 2014, [www.loanlove.com](http://www.loanlove.com).

<sup>2</sup> Bloomberg News, Home Sellers Return for Spring Market as Buyers Get Relief, February 7, 2014.

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3. The prior increase in short sales<sup>3</sup> has now declined in Oakland, which appears to be primarily due to completion activities from the National Mortgage Settlement Agreement.
4. A slow-down of investors purchasing foreclosed properties in hot housing markets like Oakland's.<sup>4</sup>

### ***National Mortgage Settlement Agreement & Aftermath***

Regarding the National Mortgage Settlement Agreement (NMSA) negotiated with five (5) major banks: Ally, Bank of America, Citibank, JP Morgan Chase, and Wells Fargo, according to the latest Monitor's report, while there is still much work to be done, the majority of findings "suggest that the Settlement is working to hold the servicers accountable to the servicing reforms they agreed to in the NMS." The Monitor continues to assess servicer performance, and is now using an improved set of metrics designed to ensure that servicers better treat customers<sup>5</sup>

In addition to information from the last quarter's report, Bank of America's recent mortgage-related settlement with the U.S. Department of Justice (DOJ) is projected to exceed \$16 billion. This fine for selling toxic mortgages will be the largest in the American corporate history, and approximately \$7 billion of the total fine will be applied to relief measures for homeowners, including loan forgiveness, reduction of principal, and rebates.<sup>6</sup> This follows a \$7 billion settlement agreement between Citigroup and the DOJ to settle the federal inquiry into mortgage-related activities. Approximately one-third of this sum will be used for the financing of "rental housing, mortgage modifications, down payment assistance, and donations to legal aid groups."<sup>7</sup> According to state Attorney General Kamala Harris, the Citigroup settlement is expected to bring nearly \$200 billion to California, the most of any state receiving funds.<sup>8</sup>

### ***Oakland Data***

#### **A. Foreclosure Activities Continue to Decline**

In the second quarter of 2014, average monthly Notice of Default (NOD) filings were down 17% from the previous quarter, with 60, 39, and 62 filed in April, May, and June respectively. This is

<sup>3</sup> New York Times, Despite Aid, Borrowers Still Face Foreclosure, 2/21/13.

<sup>4</sup> USA Today, As Prices Rise, Rental Home Investors Seek New Markets, January 22, 2013

<sup>5</sup> Office of Mortgage Settlement Oversight, Summary of Compliance: A Report from the Monitor of the National Mortgage Settlement Agreement, May 14, 2014

<sup>6</sup> Newsweek, How Bank of America Benefits From a \$16 Billion Settlement, August 8, 2014

<sup>7</sup> New York Times, Citigroup Settles Mortgage Inquiry for \$7 Billion, July 14, 2014

<sup>8</sup> San Jose Mercury News, Relief for California borrowers seen in \$7 billion Citigroup settlement, July 15, 2014

a 47% drop over the recent peak from the previous spring, with fewer filings in May than any month since January of 2006.

### **Oakland NOD Filings**

<b>Period</b>	<b>Qtr</b>	<b>Avg/Mo</b>
2012 Q1	609	203
Q2	613	204
Q3	494	165
Q4	410	137
2013 Q1	224	75
Q2	305	102
Q3	215	72
Q4	211	70
2014 Q1	193	64
Q2	161	54
Change in Avg since last Qtr:		-17%
<b>Year-Over-Year: Q2 2013 - Q2 2014</b>		<b>-47%</b>

More information, including foreclosure activities by specific major lenders is available at *Attachment A*.

### **Decreasing Short Sale<sup>9</sup> Activities in Oakland**

Short sale activity is down markedly from this time last year, as well as from the first quarter of 2014. Property values are up and sales activity is strong. Fewer distressed homeowners are underwater and this quarter has had the fewest average monthly short sale transactions of any period since 2012, down 56% from just last year. Short sales preceded by a Notice of Default filing in the previous six months made up 13% of all short sales, compared to 21% last quarter as well as in the second quarter of 2013.

<sup>9</sup> Short sales occur when a property is sold and the lender agrees to accept less money than is actually owed. In a short sale, the homeowner does not receive any proceeds from the sale.

**Oakland Short Sale Trends**

Period	w/NOD in last 180 days		All	
	Qtr	Avg/Mo	Qtr	Avg/Mo
2012 Q1	95	32	235	78
Q2	120	40	301	100
Q3	159	53	342	114
Q4	116	39	341	114
2013 Q1	73	24	231	77
Q2	54	18	260	87
Q3	17	6	96	32
Q4	24	8	162	54
2014 Q1	25	8	117	39
Q2	11	4	84	28
Change from last Qtr:		<b>-56%</b>		<b>-28%</b>
Change from last year:		<b>-80%</b>		<b>-68%</b>

Trustee auction sales have declined--down 20% from the first quarter and down 53% from the previous year. Despite the lower volume, the share of investor purchase is comparable to last spring's surge in investor activity, which saw the highest share of investor purchases in any quarter since the beginning of 2012.

Period	All Auctions		Auction to REO%
	Qtr	Avg/Mo	
2012 Q1	405	135	71%
Q2	278	93	62%
Q3	266	89	57%
Q4	231	77	60%
<b>TOTAL 2012</b>	<b>1180</b>	<b>98</b>	<b>63%</b>
2013 Q1	161	54	55%
Q2	151	50	26%
Q3	103	34	38%
Q4	105	35	40%
<b>TOTAL 2013</b>	<b>520</b>	<b>43</b>	<b>40%</b>
2014 Q1	89	30	57%
Q2	71	24	31%

### B. Housing Market Prices Continue to Increase With Sharp Increase in Sales of Non-Distressed Properties, Distressed Sales Hold Steady

The drop in overall property sales from the first quarter of 2014 flattened out in the second quarter: total average monthly sales were unchanged, yet still down 17% from the previous year, which had been the prior recent peak of activity. The shift in activity from distressed sales (short sales, foreclosure auctions, and sales from REO) to market sales has continued, however.

Regular market sales increased 23% for the quarter, down 16% from the previous year, while distressed sales are down 26% from last quarter and 19% from last year. For the 2<sup>nd</sup> quarter distressed sales represented only 36% of all sales activity compared to 63% of transactions the previous year.

#### Oakland Sales Trends

Period	Reg. Market Sales		Non-Market/ Distressed Sales		All Sales	
	Qtr	Avg/Mo	Qtr	Avg/Mo	Qtr	Avg/Mo
2012 Q1	280	93	685	228	965	322
Q2	514	171	861	287	1375	458
Q3	554	185	748	249	1302	434
Q4	668	223	688	229	1356	452
2013 Q1	556	185	533	178	1089	363
Q2	885	295	518	173	1403	468
Q3	879	293	494	165	1373	458
Q4	793	264	541	180	1334	445
2014 Q1	605	202	567	189	1172	391
Q2	746	249	422	141	1168	389
Change from last Qtr:		<b>23%</b>		<b>-26%</b>		<b>0%</b>
Change from last year:		<b>-16%</b>		<b>-19%</b>		<b>-17%</b>
Share of activity from distressed sales this quarter						36%
Share of activity from distressed sales last year						63%

Oakland's housing market continues to grow, bolstered by an influx of international capital that makes our city one of the nation's fastest-moving housing markets,<sup>10</sup> A recent report featuring Leslie Appleton-Young, chief economist for the California Association of Realtors, reported that homes in Oakland only stay on the market for an average of 14 days, with many homes attracting

<sup>10</sup> [http://money.cnn.com/2014/07/23/real\\_estate/chinese-home-buyers/](http://money.cnn.com/2014/07/23/real_estate/chinese-home-buyers/)

multiple offers and resulting in inflated sales prices.<sup>11</sup> According to Zillow Real Estate Research, Oakland's median home sales price for June was an unprecedented \$489,150, which is a 9.1% increase from the highest monthly median sales price in 2013 (\$448,250) and a 28.6% increase from the highest monthly median sales price in 2012 (\$380,250). The lowest monthly median sales price recorded thus far for 2014 (\$380,350 in February) is still higher than the highest monthly median sales price in 2012 (\$380,250).<sup>12</sup>

The estimated rent for all homes in Oakland for June 2014 (\$2,124) is nearly 11% higher than that for the same month last year (\$1,918), and rents have risen every month except for one since January 2013 (18 months total). If current patterns persist, the estimated rent for all homes in June 2015 will be \$2,386. By comparison, the estimated median rent for all Oakland homes for June 2012 was \$1,818, a 31% increase in only 36 months.<sup>13</sup>

The high cost of housing may also be a contributing factor in Oakland's existing income inequality by discouraging low to moderate income households from moving into or pushing existing households out of Oakland. As reported last quarter, in a recent Brookings Institution study, Oakland was ranked the 7<sup>th</sup> city in the nation for the highest income inequality.<sup>14</sup> The employment trends in Oakland and the region portend the continuation of the income inequality market trend unless policy and other interventions are deployed. See below for more information about Oakland's demographic trends.

### **C. Recent Data Shows Demographic Shifts, Displacement Risks, and Housing Habitability Concerns**

As reported in prior quarterly reports, Oakland's unprecedented housing market escalation has resulted in the inability of many long-time families to afford housing. In order to better craft housing policies to address the current housing problems, Staff has worked with Urban Strategies Council and Policy Link on the development of a comprehensive housing action plan—the Oakland Housing Equity Roadmap. The following are highlights of demographic changes related to housing conditions that have occurred in Oakland in the past decade.

<sup>11</sup> [http://money.cnn.com/gallery/real\\_estate/2013/03/14/sellers-markets/](http://money.cnn.com/gallery/real_estate/2013/03/14/sellers-markets/)

<sup>10</sup> <http://www.zillow.com/research/data/>

<sup>13</sup> <http://www.zillow.com/research/data/>

<sup>14</sup> Brookings Institution, Alan Berube, All Cities Are Not Created Unequal, February 20, 2014. The top 6 cities for income inequality were, by ranking order, Atlanta, San Francisco, Miami, Boston, Washington DC, and New York. The income inequality analysis was based upon the distance between households at the top 5% by income and ones at the bottom 20%. In Oakland, households at the lowest 20% income earn \$17,646 while those at the highest 5% income earn \$223,965 for a ratio difference of 12.7. Incomes for both the 20% lowest and 5% highest income households declined from 2007 to 2012, which resulted in no change in the income inequality gap between those years. Income for the 20% lowest income declined by \$1,062 and for the 5<sup>th</sup> highest income declined by \$14,059.

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1. The inability of Oakland residents to rent or purchase homes in Oakland is worse today than in previous decades.
2. Oakland's historic diversity and working class roots are shifting.
  - a. From 2000 to 2010, Oakland's African American population decreased by 24%, a loss of 33,502 residents, while Latinos, Whites, and Asians have increased (13%, 7.8%, and 7.8% respectively).
  - b. The median income for African American, Latino, and Asian households has declined since 2000.
  - c. The number of Oakland children has declined by 16.7%.
  - d. Between 1980 and 2010, seven census tracts in the East Oakland flatlands showed a more than 25% decline in homeownership.
3. Regional employment forecasts, with job growth in both higher and lower wage jobs, portend a continuation of increasing housing costs.
4. Oakland's housing production has not kept pace with the housing needed. From 2007 to 2013, Oakland only met 25% of the Regional Housing Need Allocation production goals. Other cities in the region met 11-55% of their goals.

Affordability	RHNA Goals 2007-14	Building Permits Issued 2007-13	RHNA Goals 2015-23
Very Low (up to 50% AMI)	1,900 units	1,257 units (66% met)	1,030 units
Low (51-80% AMI)	2,098 units	385 units (18% met)	2,075 units
Moderate (81-120% AMI)	3,142 units	22 units (0.7% met)	2,815 units
Above Moderate (>120% AMI)	7,489 units	2,033 units (27% met)	7,816 units
<b>Total</b>	<b>14,629 units</b>	<b>3,697 units (25% met)</b>	14,765 units

5. Oakland's housing crisis results in families living in deplorable conditions.
  - a. Compared to the national average, Oakland homes in 2011 had more problems with signs of rats, heating equipment failure, and a lack of kitchen facilities.
6. In the next major earthquake, over 14,000 housing units in low to moderate income flatland neighborhoods are at risk for collapse or other damage.

## II. FORECLOSURE PREVENTION & MITIGATION PROGRAM STATUS

On October 16, 2012, Council approved funds for new and expanded activities to prevent and mitigate foreclosures, including the following:

- Direct outreach to homeowners with a NOD and tenants living in NOD properties.
- Hotline services for tenants and homeowners in distress to connect to appropriate services.
- Housing counseling and legal services.
- City escalation team to work with Bank escalation teams.
- ROOT loan fund program to preserve homeownership for qualified distressed families.
- Reporting of violations of National Mortgage Settlement Agreement or the new State Homeowner Bill of Rights Act to the State Monitor or Attorney General's office.

In the first year of the foreclosure prevention and mitigation initiative: outreach workers made over 4,000 attempts and ultimately reached nearly 800 homeowners and tenants occupying NOD and REO homes to provide information about available resources; over 350 homeowners received housing counseling or legal services to prevent or mitigate foreclosure; and over 200 tenants in properties affected by default and foreclosure received tenant counseling or legal services. These efforts kept over 90 homeowner households and over 50 tenant households in their homes, and provided alternative housing solutions for 23 other families.

Beginning January 2014 through July, outreach efforts have occurred to over 14,000 households, reaching over 1,800 families. Starting in April, outreach workers began door-to-door outreach in Oakland neighborhoods that have been impacted by the foreclosure crisis and escalating housing costs to inform homeowners and tenants about housing rights and resources, in addition to foreclosure-related assistance. Also through July, 2014, over 159 homeowners have accessed legal services, including 18 that have successfully obtained loan modifications. For more details about performance outcomes, see *Attachment B*.

### *Jobs for Oakland Residents*

In addition to staff currently employed with the funded organizations, the outreach organizations employed eight employees to conduct street outreach on a part-time basis, all of whom are Oakland residents.

### *National Learning Community*

There is continuing interest from other communities regarding the City's foreclosure prevention and mitigation plan and staff has provided information and/or assistance to the following

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community this quarter: Los Angeles, California, as well as presented Oakland's programs at convenings organized by the Kresge Foundation and the East Bay Housing Organization.

### ***Addressing Critical Gaps—New Home Preservation and Anti-Displacement Efforts***

As discussed in prior reports, staff has been working with the National Fair Housing Alliance (NFHA) and local organizations to address the new challenges that Oakland homeowners and renters currently face. The following is an update of the new resources and efforts.

**Homeownership Preservation Loan Fund:** The Unity Council administers a fund that provides grants up to \$50,000 per household for families who need gap funds as part of a home preservation strategy. The Fund began early in 2014 and has helped 3 Oakland households in distress keep their homes with 30 other families having gone through the application process.

**Tenant Anti-Displacement—The Pay It Forward Fund:** Catholic Charities has agreed to administer the new \$250,000 dedicated to provide rental housing assistance grants of up to \$5,000 per household for tenant families being pushed out of their rental housing. Since grant-making began in April, 2014, Catholic Charities has issued 24 grants to 18 households, including 15 grants for eviction prevention and 6 for utility shut-off prevention.

**Community Buying Program—Transforming Abandoned Properties into New Affordable Housing with Minimal Public Subsidy:** Hello Housing, the City's selected nonprofit administrator, working with City staff, has secured priority buying commitments from Fannie Mae, Wells Fargo, and the National Community Stabilization Trust. To date, Hello Housing has completed the purchase of one property, with another 16 pending negotiations with sellers, as well as 34 purchase transactions pending. Coordinated efforts between Hello Housing and City Code Enforcement staff continue to prioritize disposition strategies for properties with code enforcement problems.

### **Bigger Scale Prevention Efforts**

Like other communities around the nation hard hit by the foreclosure crisis, the City of Oakland has been attempting to develop bigger scale prevention solutions beyond the labor-intensive individual by individual homeownership preservation strategies. As discussed in prior reports, the City has been working with national, state, and local groups on the development of a possible distressed mortgage notes sale program. As experienced by prior efforts,<sup>15</sup> there are significant challenges to the effectiveness of such programs, including the following:

- The willingness or current ability of lenders to sell distressed mortgage notes that are disaggregated by locality rather than bundled into larger geographies.

<sup>15</sup> For example, staff conducted due diligence on the efforts of the Mortgage Resolution Fund, a national partnership to assist homeowners in Illinois and Ohio through the purchase of mortgage notes.

<http://mortgageresolutionfund.org/>

- The relatively low numbers of homeowners in distress who could sustain new mortgage payments even with a re-setting of mortgage to market value and some subsidy assistance from the new Oakland Homeownership Preservation fund.
- Effective alternative disposition strategies for the families who cannot sustain homeownership and for properties which are vacant.
- The financial viability and sustainability of operating the programs.

Staff has been conducting due diligence regarding a possible pilot program and has received commitments from National Community Capital (NCC) to conduct a pilot program in Oakland. Based upon research conducted, NCC has produced the best outcomes nationally of purchasing distressed mortgage notes and successfully modifying mortgages.

**III. FORECLOSED PROPERTIES PROGRAM STATUS**

The following is a quarterly and year-to-date summary of performance outcomes from the City’s Foreclosed and Defaulted Properties Registration, Inspection, and Maintenance Programs. Specific information, including performance by major lenders is provided in *Attachment A*.

Time Period	Registrations	Properties Inspected	Charges Collected
Q: 4/1/2014—6/30/2014	240	110 (100 proactive inspections in July)	\$476,637 total <ul style="list-style-type: none"> <li>• \$48,015 reg fees</li> <li>• \$428,622 penalties</li> </ul>
YTD: 7/1/2013—6/30/14	1,211	449 (including 100 July inspections)	\$1,419,285 total <ul style="list-style-type: none"> <li>• \$187,526 reg fees</li> <li>• \$1,231,759 penalties</li> </ul>

Over the past year the number of active blight cases has decreased significantly and lender response time to new cases has improved. Abandoned properties in default remain the most difficult type of case, but most of those that have required repeated code enforcement and police department intervention over the past few quarters have finally been resolved. New cases coming in are generally minor and/or quickly abated. This quarter 10 properties were inspected to follow up with new complaints: 5 were addressed timely, three resulted in blight penalty assessments, and two cases are pending. Only two cases this quarter required OPD standby assistance support

to lender contractors for clean-up due to hostile/unauthorized occupants. 100 proactive inspections were conducted in late July and follow-up is in progress.

Over \$428,000 from penalties were collected this quarter. Significant effort has also been focused on working with lenders to bring registrations into compliance, so that an accurate picture of the scale and distribution of defaulted and foreclosed properties in Oakland is possible. Many sold properties and cancelled defaults have been removed and status and inspection information is being updated. The registry now contains approximately 901 properties actively in default (63 are vacant) and 138 bank owned properties (47 are vacant).

#### **IV. STATUS OF INVESTOR OWNED FORECLOSED AND DEFAULTED PROPERTIES PROGRAM**

In November 2012, the City Council passed an ordinance requiring the registration, inspection, and maintenance of formerly foreclosed or defaulted properties purchased by investors. The new program, including a new online registration portal, launched in early August 2013. Registration notices were issued to 120 properties between August 2013 and May 2014 with the following outcomes:

##### Registrations:

- 92 properties have been completely registered.
- 29 penalties have been assessed for failure to register and 9 were rescinded following appeals or exemption reviews.
- 20 registrations are pending following a notice or are in progress.
- 20 properties were determined exempt due to existing permit activity

##### Inspections and Abatement

- 33 cases have been closed: 9 with no violations and 24 with timely abatement.
- 41 properties have abatement in progress.
- 18 inspections are pending.

#### **V. DEVELOPMENT OF PROACTIVE PROGRAMS AND POLICY RECOMMENDATIONS**

As provided in past reports, staff has been working with community partners and national experts to develop new strategies and identify new resources and/or policies to address the City's current housing challenges in the aftermath of the foreclosure crisis. The City has asked Urban Strategies Council and Policy Link, funded by NFHA, to work with us to develop a long-term housing plan, the Oakland Housing Equity Roadmap, to identify possible new policy, program, or revenue strategies to address the following:

1. Production of new affordable housing units.
2. Preservation of existing affordable subsidized and non-subsidized housing stock.

3. Improving habitability conditions of existing housing.
4. Transforming abandoned properties into new housing opportunities, especially long-term affordable housing.
5. Development of viable incentives and other strategies for private real estate community participation.

Staff has or will be meeting with different stakeholder groups, including the following: ACCE, Alameda County Public Health Department, CJC, East Bay Rental Housing Association, Jobs and Housing Coalition, OCO, Oakland Realtors Association, East Bay Housing Organization, and others.

A preliminary draft of the Oakland Housing Equity Roadmap has been completed and feedback meetings are currently in process with key stakeholder groups. Staff anticipates the completion of a final document about October 2014. The Roadmap will serve as a companion document to the City's Housing Element, with an anticipated November or December Council meetings.

### **SUSTAINABLE OPPORTUNITIES**

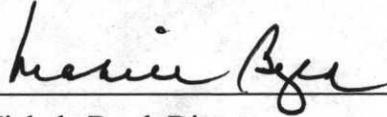
***Economic:*** Oakland's foreclosure crisis has had devastating economic impact to residents, neighborhoods, economic development efforts, and City revenues. Blighted foreclosed or defaulted properties have resulted in significant expenditures of limited City resources including Code Enforcement, Police, Fire, and City Attorney. The City's proactive strategies will foster Oakland's economic goals.

***Environment:*** Vacant or unmaintained foreclosed or defaulted properties have impacted the City's physical environment, as well as the health of residents. The City's proactive strategies will foster Oakland's environmental goals.

***Social Equity:*** The foreclosure crisis has disproportionately impacted lower income residents who reside in flatland neighborhoods. The crisis has also significantly contributed to the current affordable housing crisis. The City's proactive strategies will foster social equity goals.

For questions regarding this report, please contact Margareta Lin at 510-238-6314.

Respectfully submitted,



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***Attachment A: Foreclosure Data  
& Properties Status***

***Attachment B: Foreclosure  
Prevention Performance  
Outcomes***

ATTACHMENT A: Foreclosure Data and Programs

Time Period	Bank*	Foreclosure Events			Registrations						Inspections							
		NOD/REO Filings			Notice of Default			Foreclosed / REO			Inspected Properties				Abatement			
		NOD	Trustee Sale	REO	Total NOD	Occupied	Vacant	Total REO	Occupied	Vacant	Proactive		New Complaints		Total Violations	Pending	Timely	Penalties
										Inspected	Violations	Inspected	Violations					
<b>Current Qtr: April - June 2014</b>																		
<b>Major Lenders</b>	BofA	16	3	1	17	12	5	24	15	9	0	0	1	1	1	0	0	1
	Chase	8	7	2	1	1	0	19	15	4	0	0	1	1	1	1	0	0
	Fannie Mae	1	0	0	13	9	4	1	1	0	0	0	0	0	0	0	0	0
	Freddie Mac	0	0	0	0	0	0	2	2	0	0	0	0	0	0	0	0	0
	US Bank	8	4	1	0	0	0	5	3	2	0	0	0	0	0	0	0	0
	Wells	22	10	3	1	1	0	37	36	1	0	0	0	0	0	0	0	0
					0		0											
<b>Other Lenders</b>	Ocwen	9	1	0	3	3	0	30	28	2	0	0	2	2	2	1	1	0
	Nationstar	8	5	0	1	0	1	26	26	0	0	0	2	2	2	1	1	0
	Bank of NY	6	6	3	0	0	0	1	1	0	0	0	0	0	0	0	0	0
	Deutsche Bk	5	2	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0
	One West	8	8	2	3	3	0	9	9	0	0	0	0	0	0	0	0	0
	SP Servicing	3	2	2	6	5	1	1	0	1	0	0	2	2	2	0	2	0
	Others	49	19	7	1	1	0	38	32	6	0	0	1	1	1	0	1	0
	<b>Total</b>	<b>143</b>	<b>67</b>	<b>21</b>	<b>46</b>	<b>35</b>	<b>11</b>	<b>194</b>	<b>169</b>	<b>25</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>3</b>	<b>5</b>	<b>1</b>
<b>FY to Date: July 2013 - June 2014</b>																		
<b>Major Lenders</b>	BofA	39	9	5	66	46	20	29	16	13	26	1	3	3	4	1	1	3
	Chase	58	23	7	95	81	14	23	16	7	43	2	4	4	6	2	4	0
	Fannie Mae	13	3	3	15	10	5	43	27	16	13	2	5	5	7	3	2	2
	Freddie Mac	0	4	4	1	0	1	3	3	1	3	1	0	0	1	1	0	0
	US Bank	41	13	5	8	6	2	5	3	2	6	0	0	0	0	0	0	0
	Wells	141	34	13	330	318	12	54	46	8	99	2	4	4	6	1	5	0
<b>Other Lenders</b>	Ocwen	59	6	2	156	151	5	37	29	8	44	1	3	3	4	2	2	0
	Nationstar	54	23	15	60	56	4	28	26	2	11	1	8	8	9	4	5	0
	Bank of NY	25	10	5	0	0	0	1	1	0	2	1	2	2	3	2	1	0
	Deutsche Bk	24	4	2	1	1	0	3	1	2	8	1	0	0	1	0	1	0
	One West	38	17	8	7	7	0	10	9	1	4	0	1	1	1	0	0	1
	SP Servicing	13	2	2	63	59	4	13	5	8	27	0	4	4	4	1	2	1
	Others	244	96	30	106	89	17	54	36	17	29	0	8	8	8	3	5	0
	<b>Total</b>	<b>749</b>	<b>244</b>	<b>101</b>	<b>908</b>	<b>824</b>	<b>84</b>	<b>303</b>	<b>218</b>	<b>85</b>	<b>315</b>	<b>12</b>	<b>42</b>	<b>42</b>	<b>54</b>	<b>20</b>	<b>28</b>	<b>7</b>

Notes on Methodology:

\*There are often multiple entities involved in the loan for a defaulted or foreclosed property, including the lender or investor/note holder and the servicer that manages the loan payments. Properties are assigned to the primary responsible party based on a combination of information pulled from public records and details provided in the registry.

**Attachment B: Foreclosure Prevention Service Outcomes, Jan-Jun/Jul 2014**

Status	Outreach (OCCUR and MLK, Jan-Jul)	Homeowner Inquiries (HAC, Jan-Jun)	Homeowner Legal Services (HERA Nov-Jun)	Tenant Services (EBCLC, Centro Legal de la Raza, & CJJC FY 13-14)	Tenant Foreclosure Counseling (CJJC, Jan-Jun)	Tenant Foreclosure Legal Services (Centro Legal & EBCLC, Jan-Jun)	Tenant Rescue Loan Fund (CCEB, Apr-Jul)	Homeowner Rescue Fund (Unity Council, Feb-Jun)	Community Buying Program (Hello Housing, May-Jul)
<b>HHs Reached or Served</b>	14,385 attempts 1,813 reached	47	159	546 Tenant's Rights Counseling Clients (CJJC)  722 Limited-scope Legal Services (EBCLC & Centro Legal de la Raza)	Total: 9	Total: 3  2 EBCLC 1 Centro	Total grants to date: 24	Number of applications: 33	Current properties in pipeline: 64
<b>Outcomes</b>	<ul style="list-style-type: none"> <li>• 421 referred to tenant services</li> <li>• 511 referred to Housing Assistance Center</li> <li>• 954 Housing surveys completed</li> <li>• 5 clients with sales dates referred directly to HERA</li> </ul>	<ul style="list-style-type: none"> <li>• 47 referred to HERA</li> </ul>	<ul style="list-style-type: none"> <li>• 18 loan mod completed</li> <li>• 2 other help keeping home</li> <li>• 45 loan modifications or help to save home pending</li> <li>• 96 brief legal service or counseling</li> <li>• 5 referred to ROOT or Homeowner Rescue Fund</li> </ul>	<p>Types of cases:</p> <ul style="list-style-type: none"> <li>• Eviction-related</li> <li>• Habitability-related (e.g.: mold)</li> <li>• Harassment</li> <li>• Rent increases</li> <li>• Foreclosure-related</li> <li>• Detail on full service foreclosure cases (a subset of this universe) in the next two columns</li> </ul>	<ul style="list-style-type: none"> <li>• 6 Pending</li> <li>• 1 Referred to Legal Services</li> <li>• 2 Sent to City of Oakland for escalation action</li> </ul>	<p><u>EBCLC</u></p> <ul style="list-style-type: none"> <li>• 1 Pending</li> <li>• 1 Negotiated settlement (cash for keys)</li> </ul> <p><u>Centro</u></p> <ul style="list-style-type: none"> <li>• 1 Stopped foreclosure</li> </ul>	<ul style="list-style-type: none"> <li>• 18 total households served</li> <li>• 24 grants issued                             <ul style="list-style-type: none"> <li>○ 15 eviction prevention</li> <li>○ 1 loss of assets</li> <li>○ 2 re-housing</li> <li>○ 6 utility shut-off prevention</li> </ul> </li> <li>• 2 applications pending</li> </ul>	<ul style="list-style-type: none"> <li>• 3 loans completed</li> <li>• 2 loans in escrow</li> <li>• 4 loans in underwriting</li> <li>• 20 applications under review</li> <li>• 2 applications declined</li> <li>• 2 applications withdrawn</li> </ul>	<ul style="list-style-type: none"> <li>• 34 purchase transactions pending</li> <li>• 16 negotiations with seller pending</li> <li>• 1 ownership property completed</li> <li>• 12 rejected offers</li> </ul>