





*The Reinvestment Fund builds wealth and opportunity for low-wealth communities and low and moderate income individuals through the promotion of socially and environmentally responsible development.*

We achieve our mission through the strategic utilization of:

### **Capital**

- Grants, loans and equity investments

### **Knowledge**

- Information and policy analysis

### **Innovation**

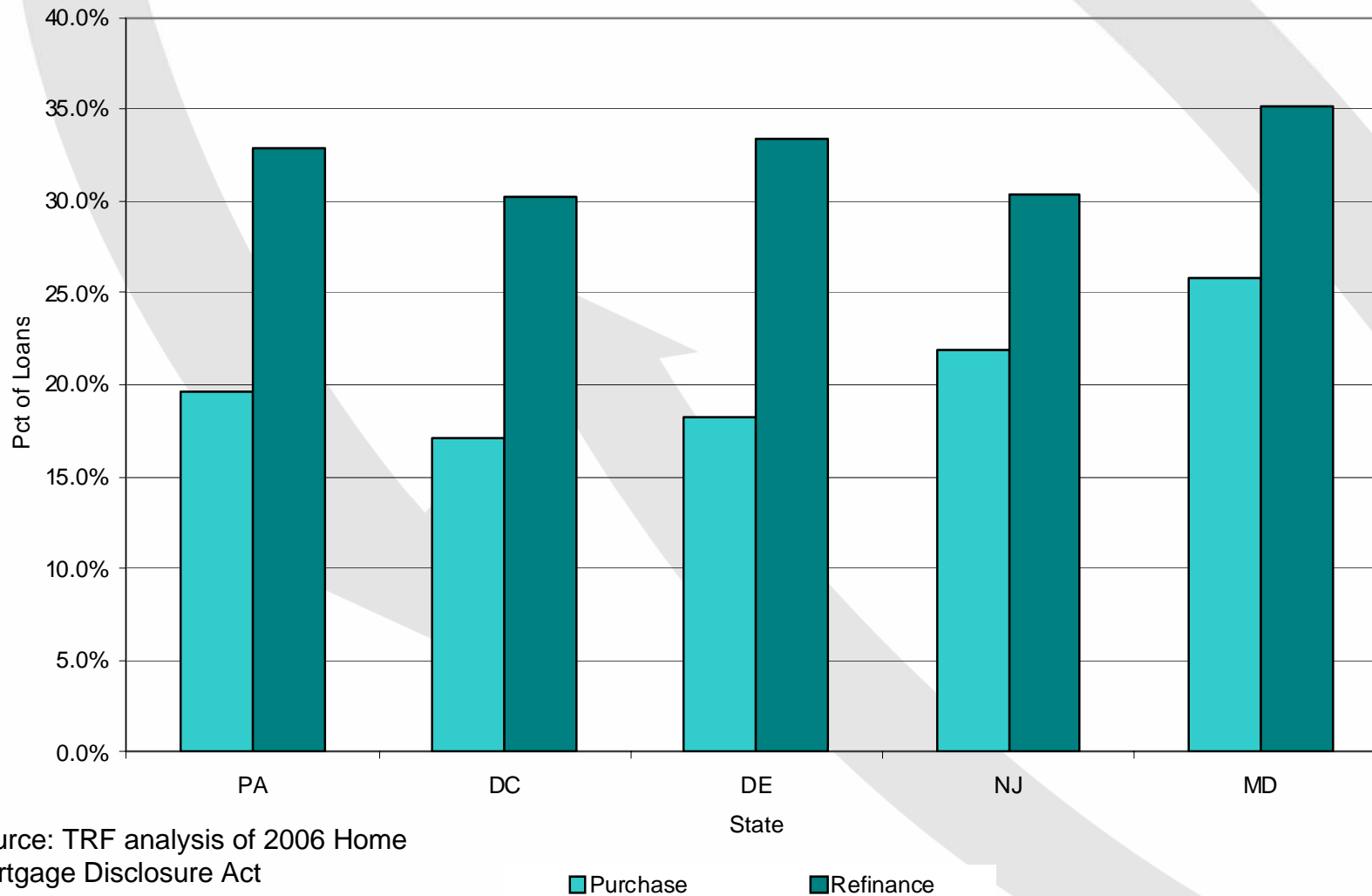
- Products, markets and strategic partnerships





# Pennsylvania's utilization of higher priced loans to purchase and refinance homes is generally lower than other Mid-Atlantic States

## Percent Of Conventional First Lien Loans With Rate Spreads Reported, 2006

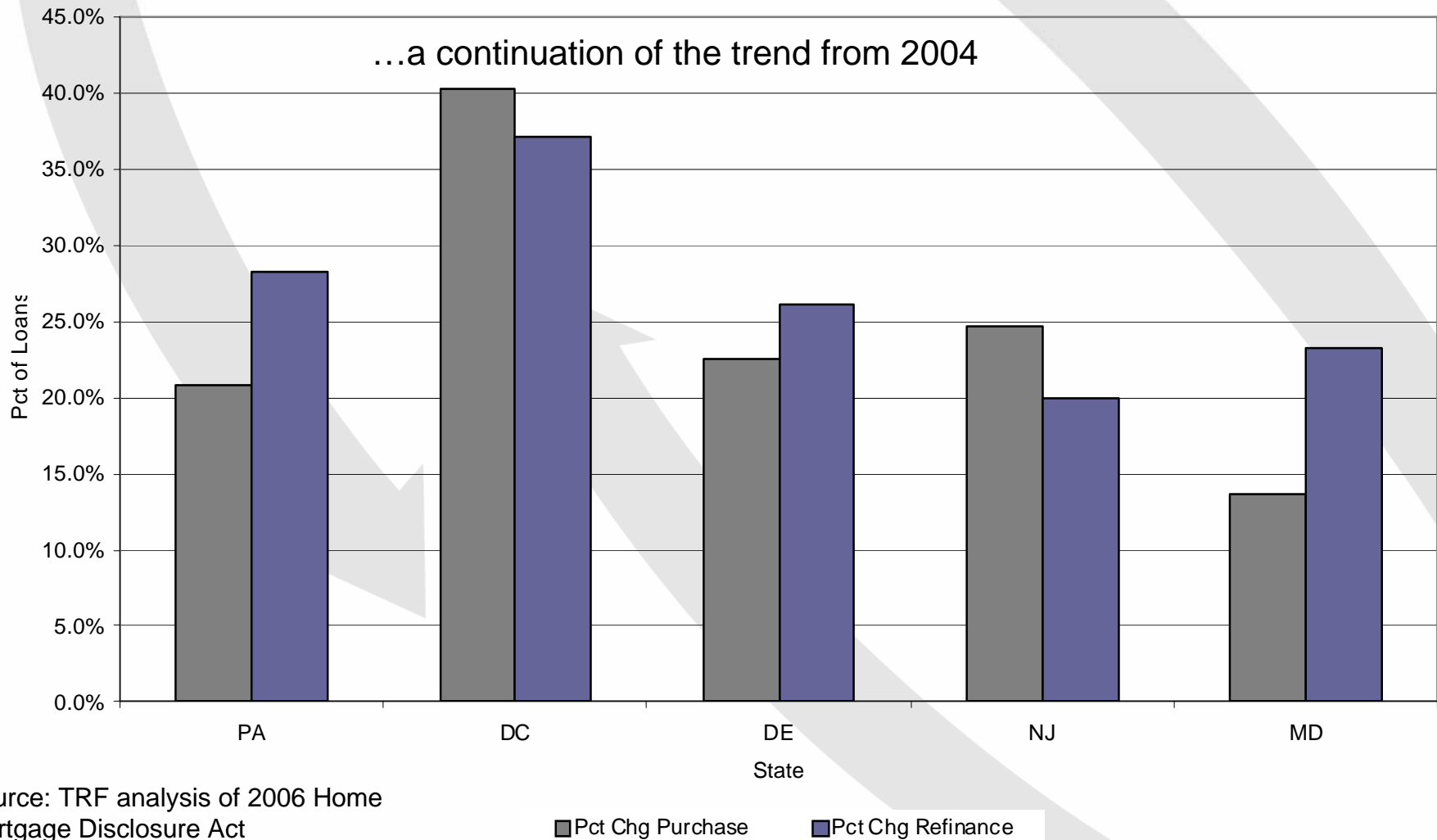


Source: TRF analysis of 2006 Home Mortgage Disclosure Act



Since 2005, a greater percent of Pennsylvanians are utilized higher priced loans; other states had higher utilization rates in 2005

Percent Change In The Percent Of Conventional First Lien Loans That Have A Reported Rate Spread; Pennsylvania, 2005-2006





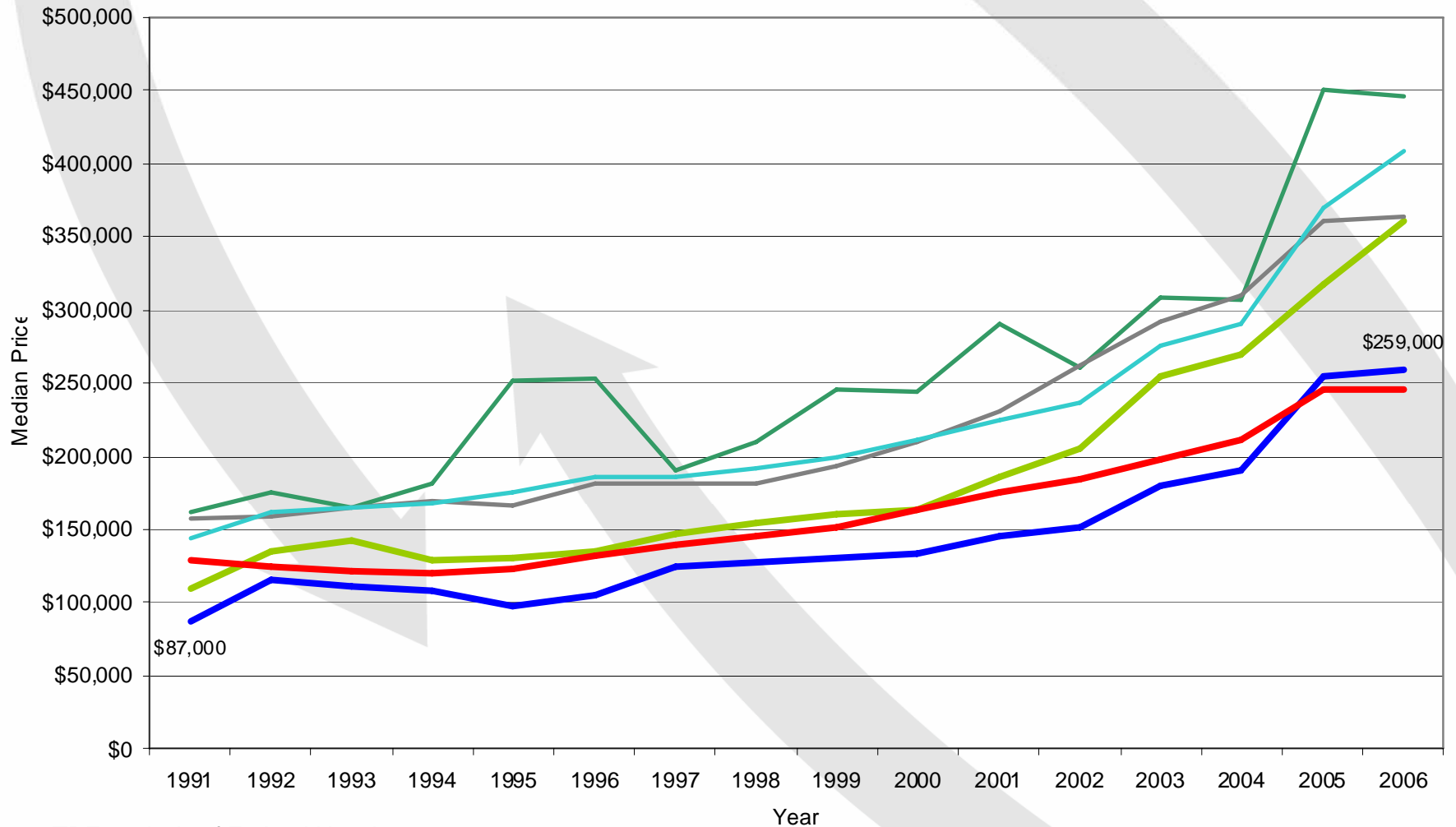
The volume of high priced lending is up substantially;  
ARM utilization and LTVs are relatively low

- Between 2005 and 2006, the number of higher priced first-lien loans originated for the *purchase* of homes increased almost 85%
- Over the same time, the number of higher priced first-lien loans originated for the *refinancing* of existing loans increased by 34%
  - As higher-priced loans, these typically have a higher probability of default and foreclosure
- Pennsylvanian's usage of adjustable rate mortgages (8% on conventional loans) is lower than all but Delaware among the Mid-Atlantic states.
- Pennsylvanians generally put more down in their transactions (i.e., lower LTVs) than others in the Mid-Atlantic



Pennsylvania's home prices have increased (greater than inflation), but not at some of the more extraordinary rates seen around the country

Median Price Of Single Family Homes;  
1991-2006



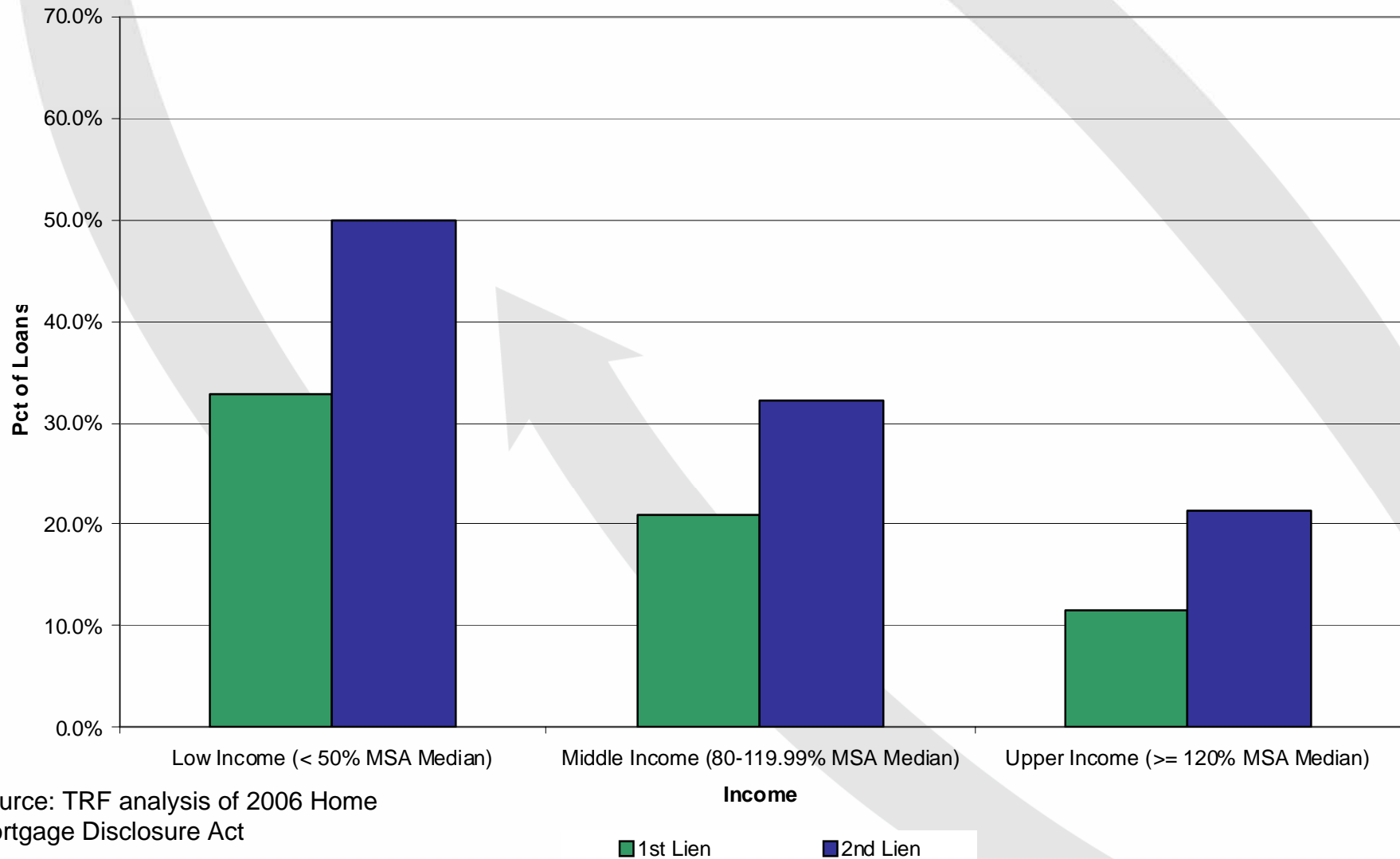
Source: TRF analysis of Federal Housing Finance Board "Monthly Interest Rate Survey"

PA DC DE NJ MD US Average



# The utilization of higher priced loans remains greater for lower income borrowers

Percent Of Loans With A Rate Spread Reported By Income Of Borrower; Pennsylvania, 2006

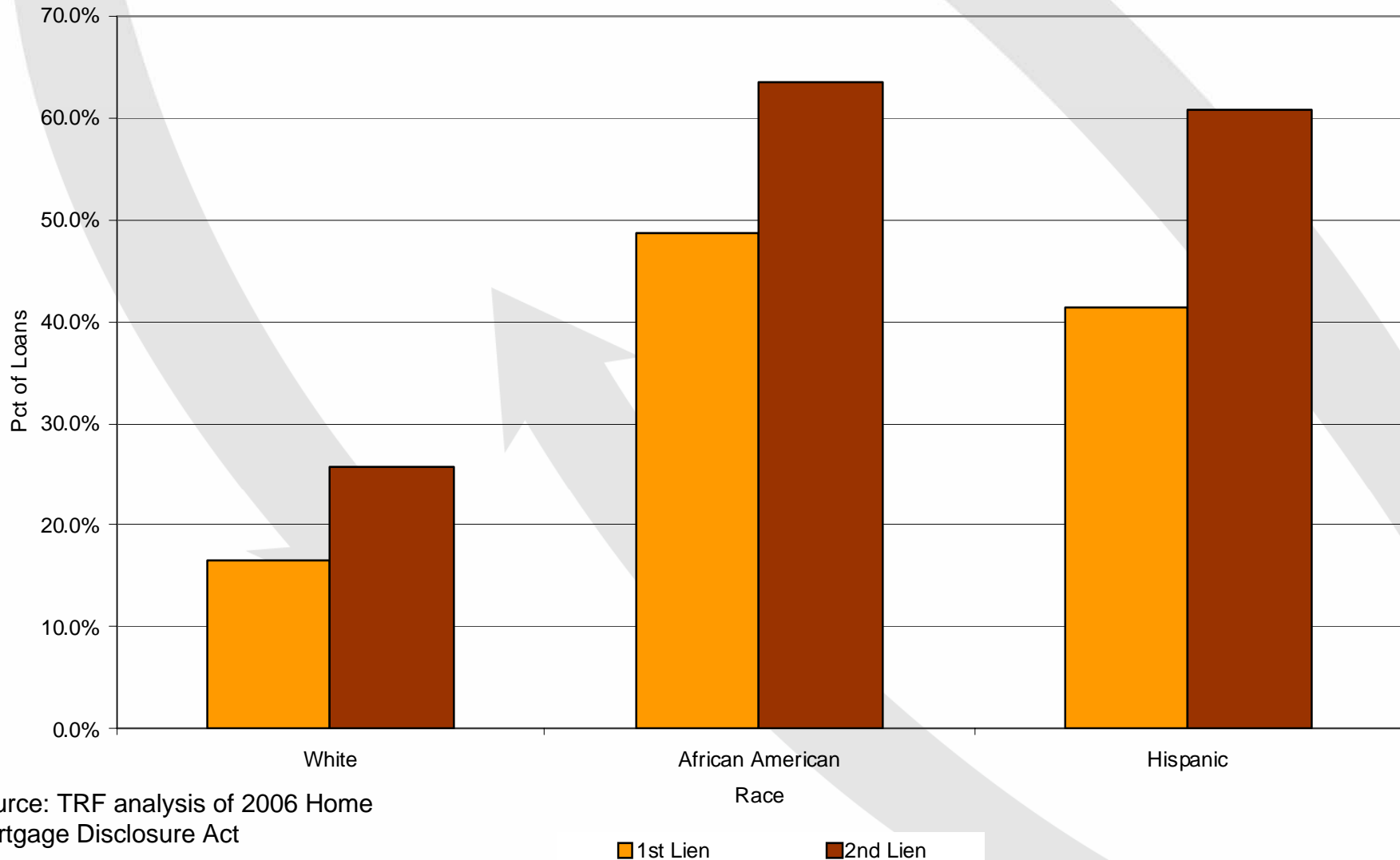


Source: TRF analysis of 2006 Home Mortgage Disclosure Act



# The utilization of higher priced loans remains greater for minority borrowers

Percent Of Loans With A Rate Spread Reported By Race Of Borrower; Pennsylvania, 2006

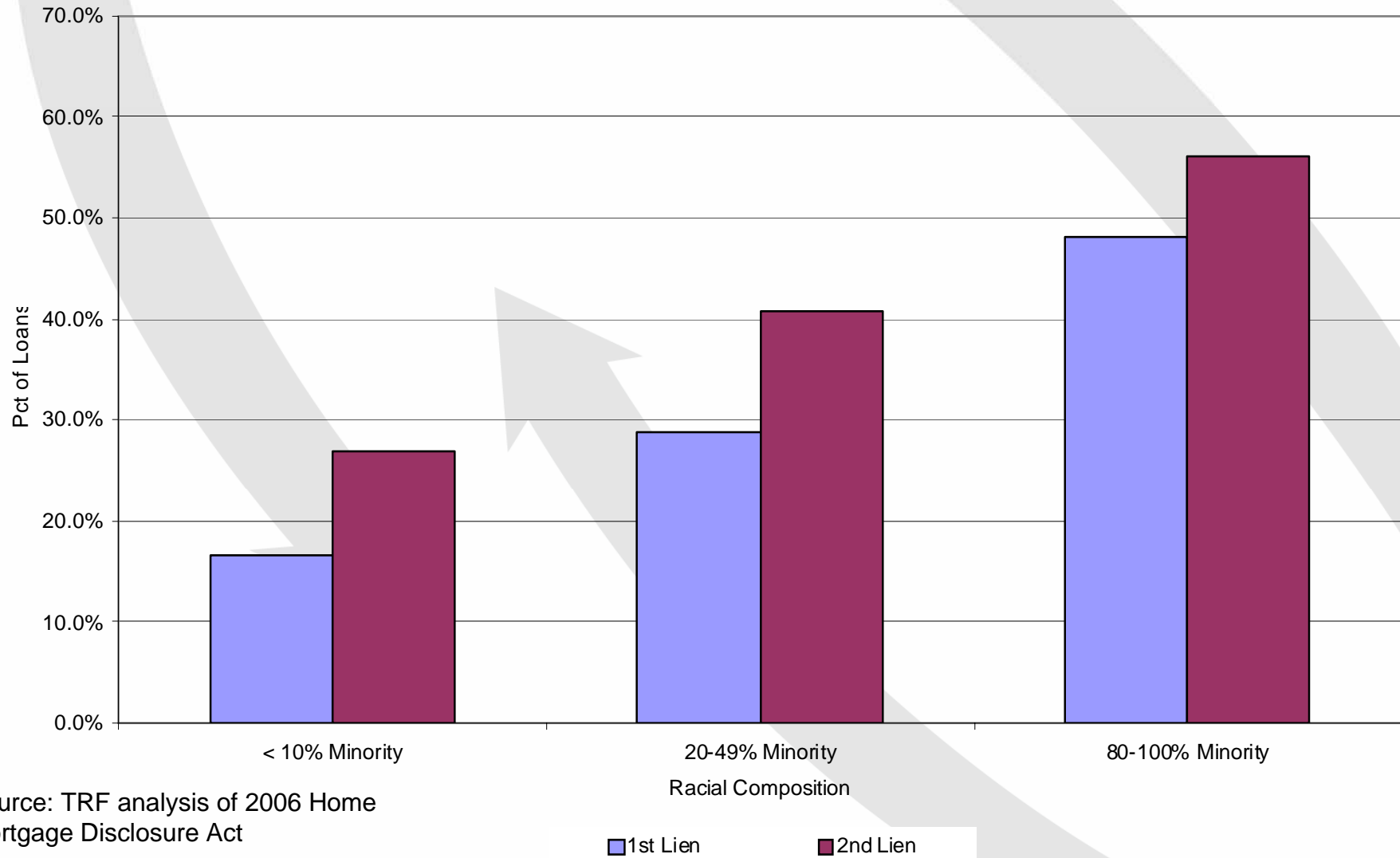


Source: TRF analysis of 2006 Home Mortgage Disclosure Act



# The utilization of higher priced loans remains greater in minority communities

Percent Of Loans With A Rate Spread Reported By Racial Composition Of Census Tract; Pennsylvania, 2006

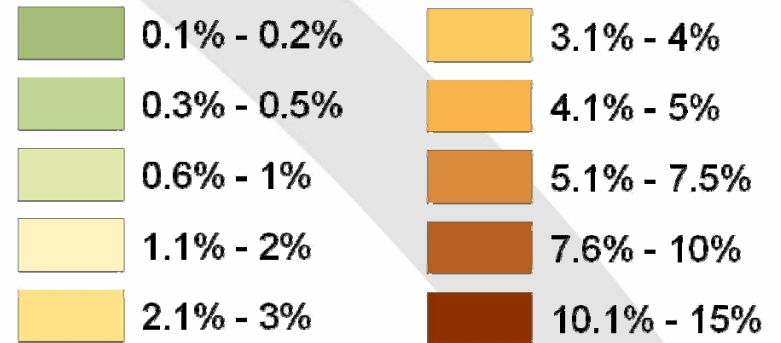
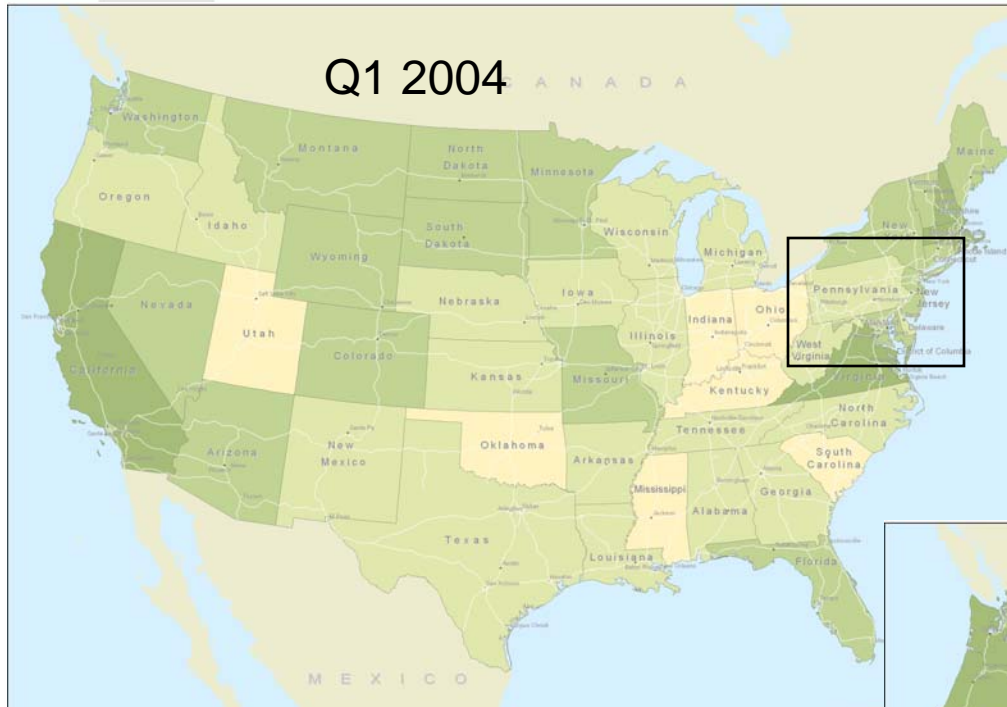


Source: TRF analysis of 2006 Home Mortgage Disclosure Act





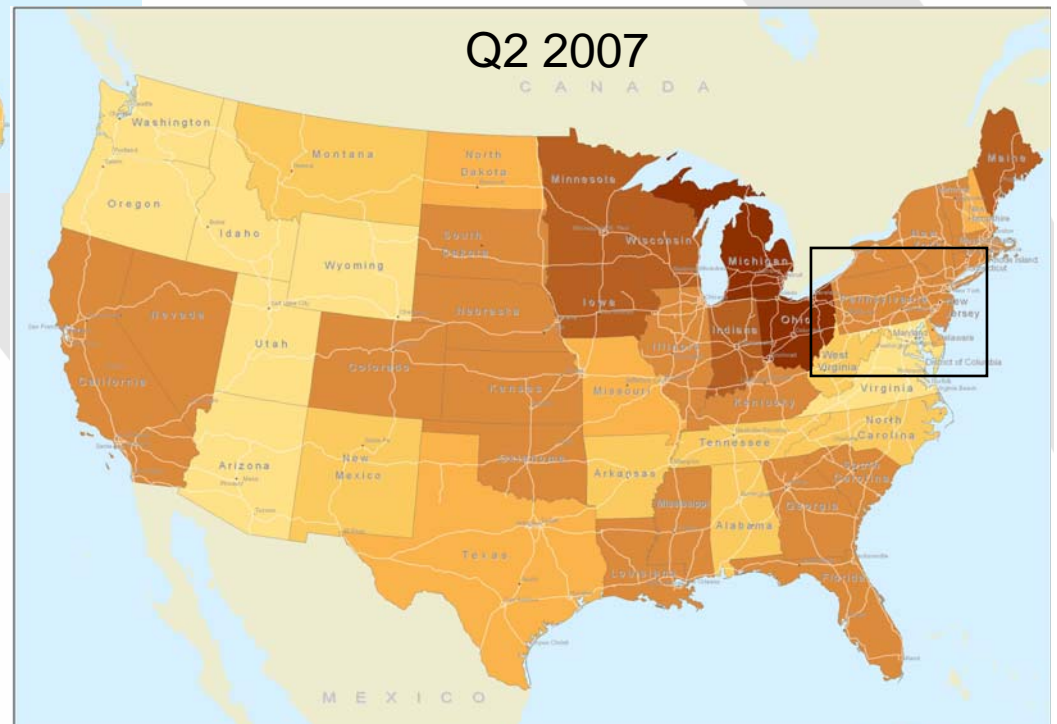
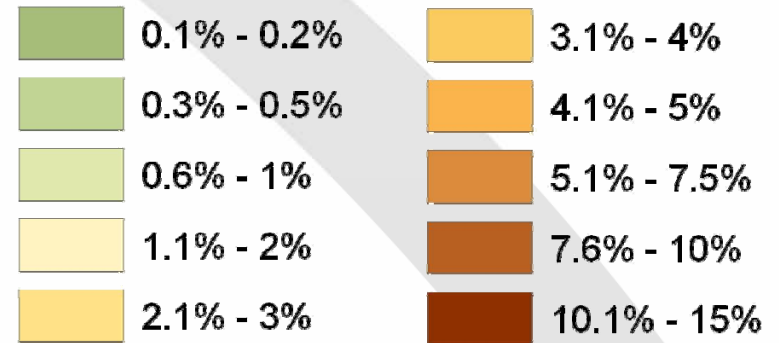
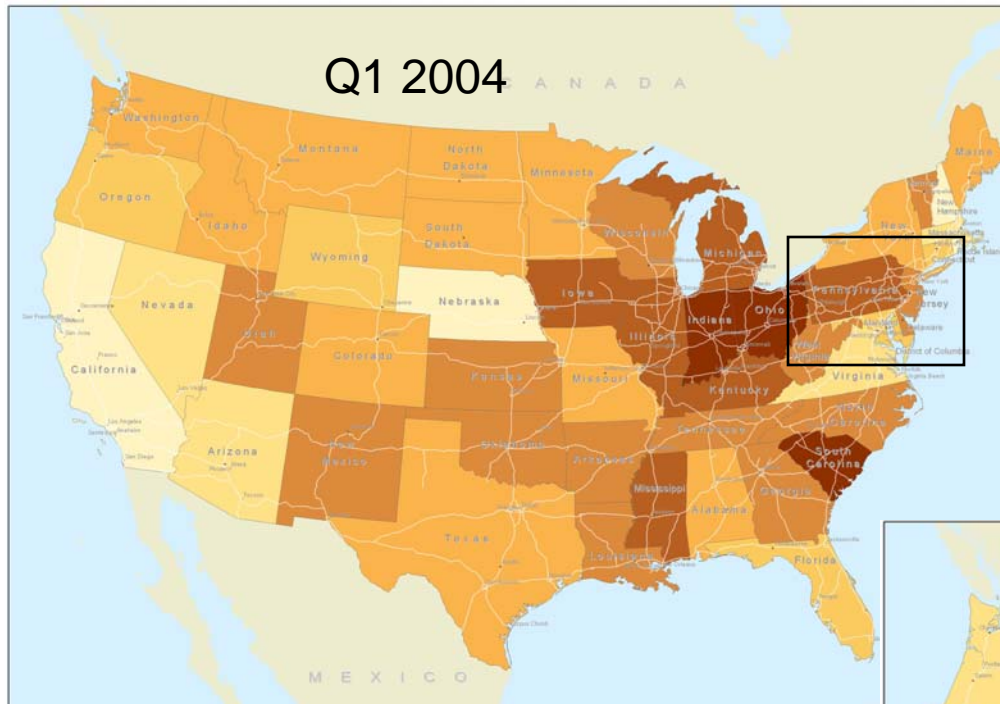
# Percent of Prime Loans In Foreclosure Inventory



Source: TRF analysis of Mortgage Bankers Association "National Delinquency Survey"



# Percent of Subprime Loans In Foreclosure Inventory

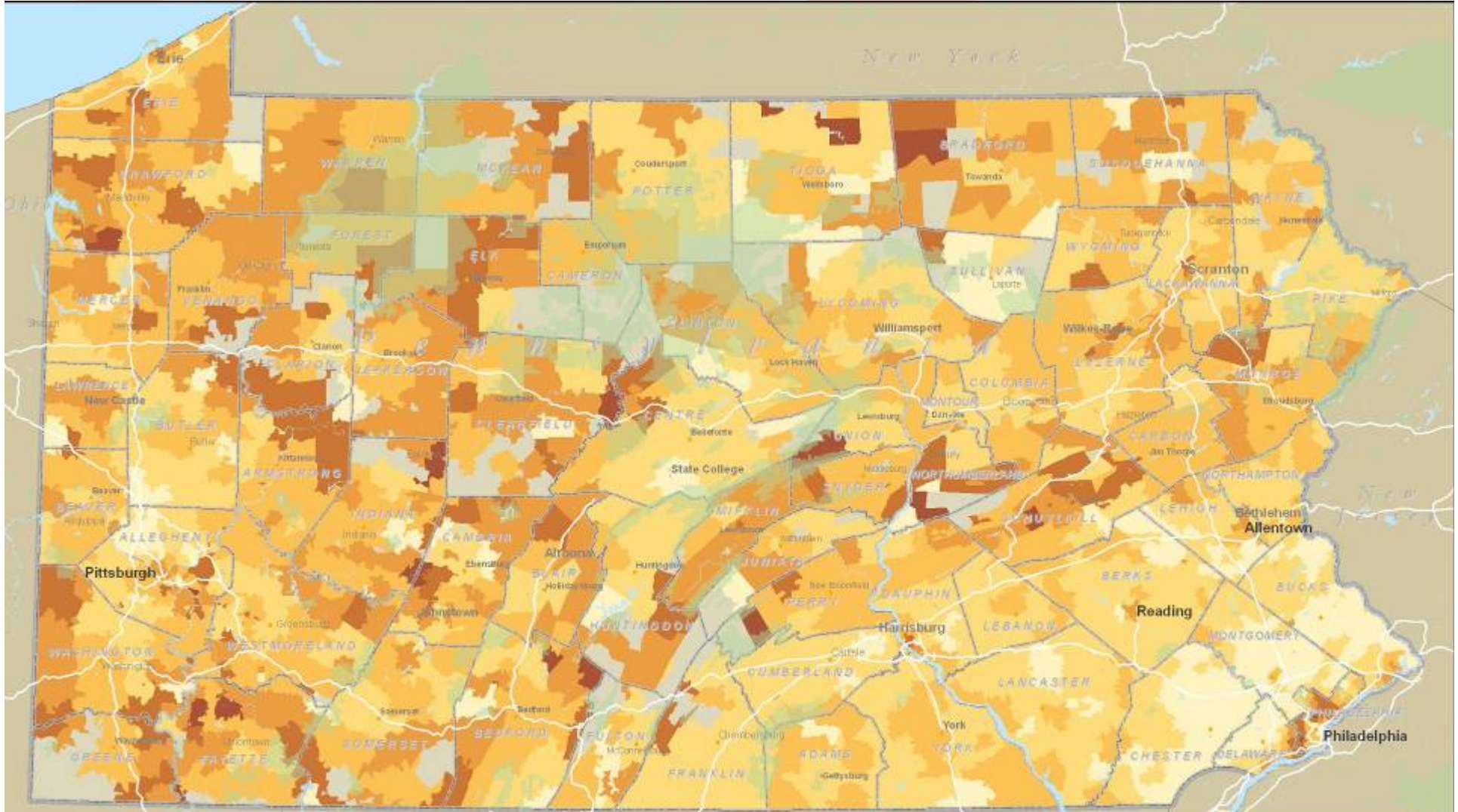


Source: TRF analysis of Mortgage Bankers Association "National Delinquency Survey"





# Percent Delinquent, All Loans



**Percent of All Loans Delinquent By Zipcode July 2007**

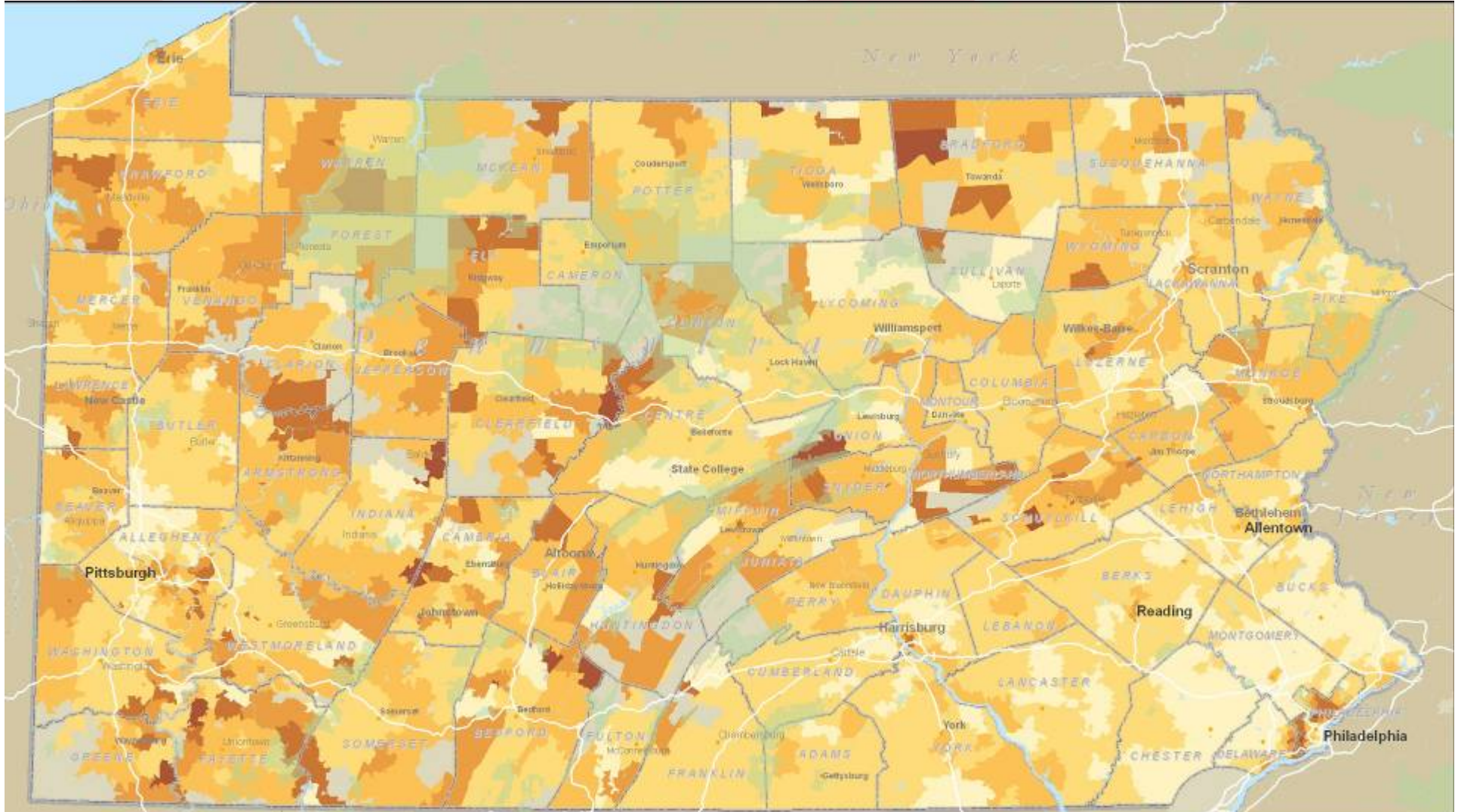
0% - 2.5%	7.6% - 10%	Insufficient Data
2.6% - 5%	10.1% - 15%	
5.1% - 7.5%	Over 15%	

Source: TRF analysis of McDash Analytics





# Percent Delinquent, Prime Loans



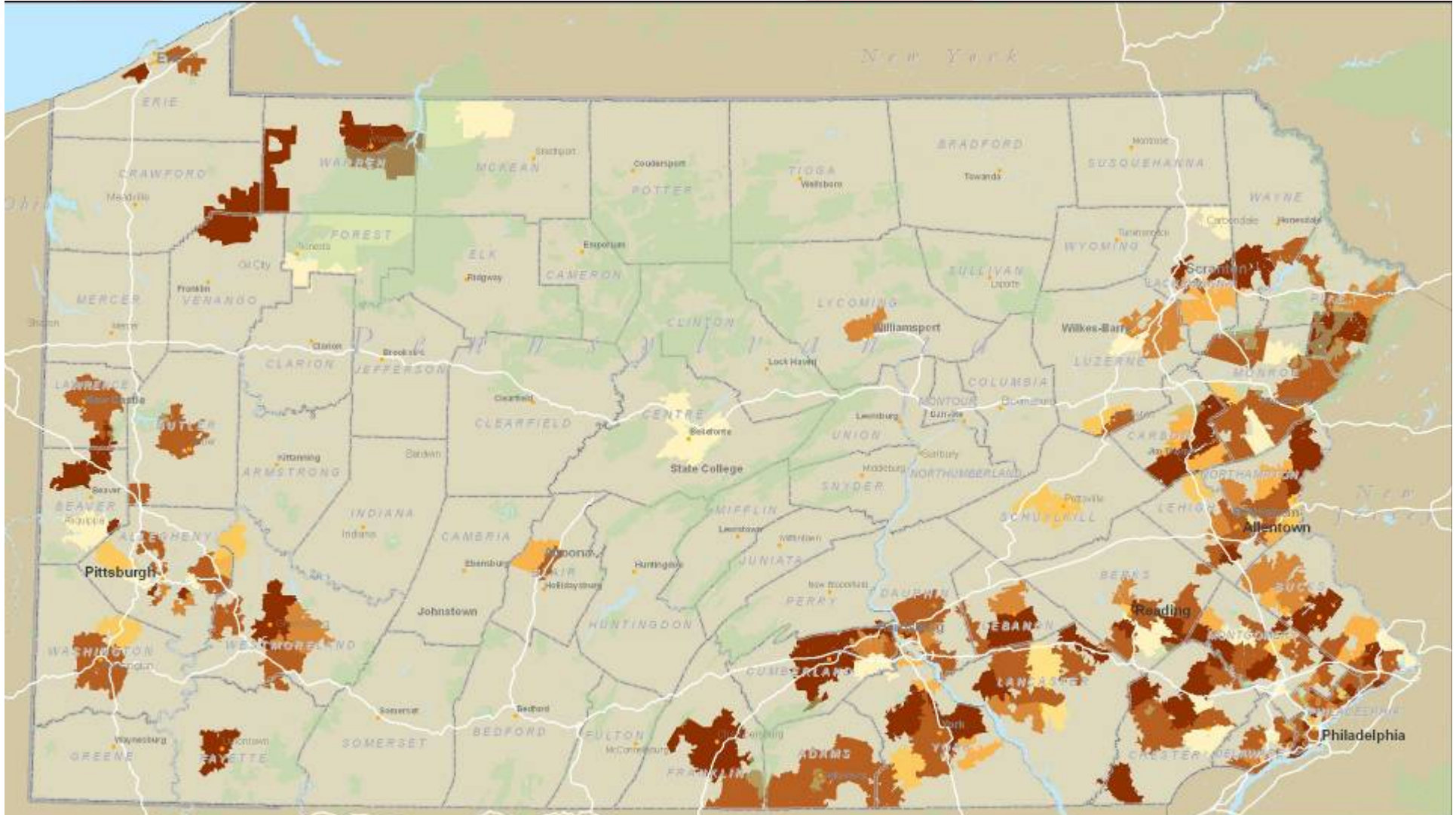
Percent of Prime Loans Delinquent By Zipcode July 2007

0% - 2.5%	7.6% - 10%	Insufficient Data
2.6% - 5%	10.1% - 15%	
5.1% - 7.5%	Over 15%	

Source: TRF analysis of McDash Analytics



# Percent Delinquent, Subprime Loans



Percent of Subprime Loans Delinquent By Zipcode July 2007

0% - 2.5%	7.6% - 10%	Over 25%
2.6% - 5%	10.1% - 15%	Insufficient Data
5.1% - 7.5%	15.1% - 25%	

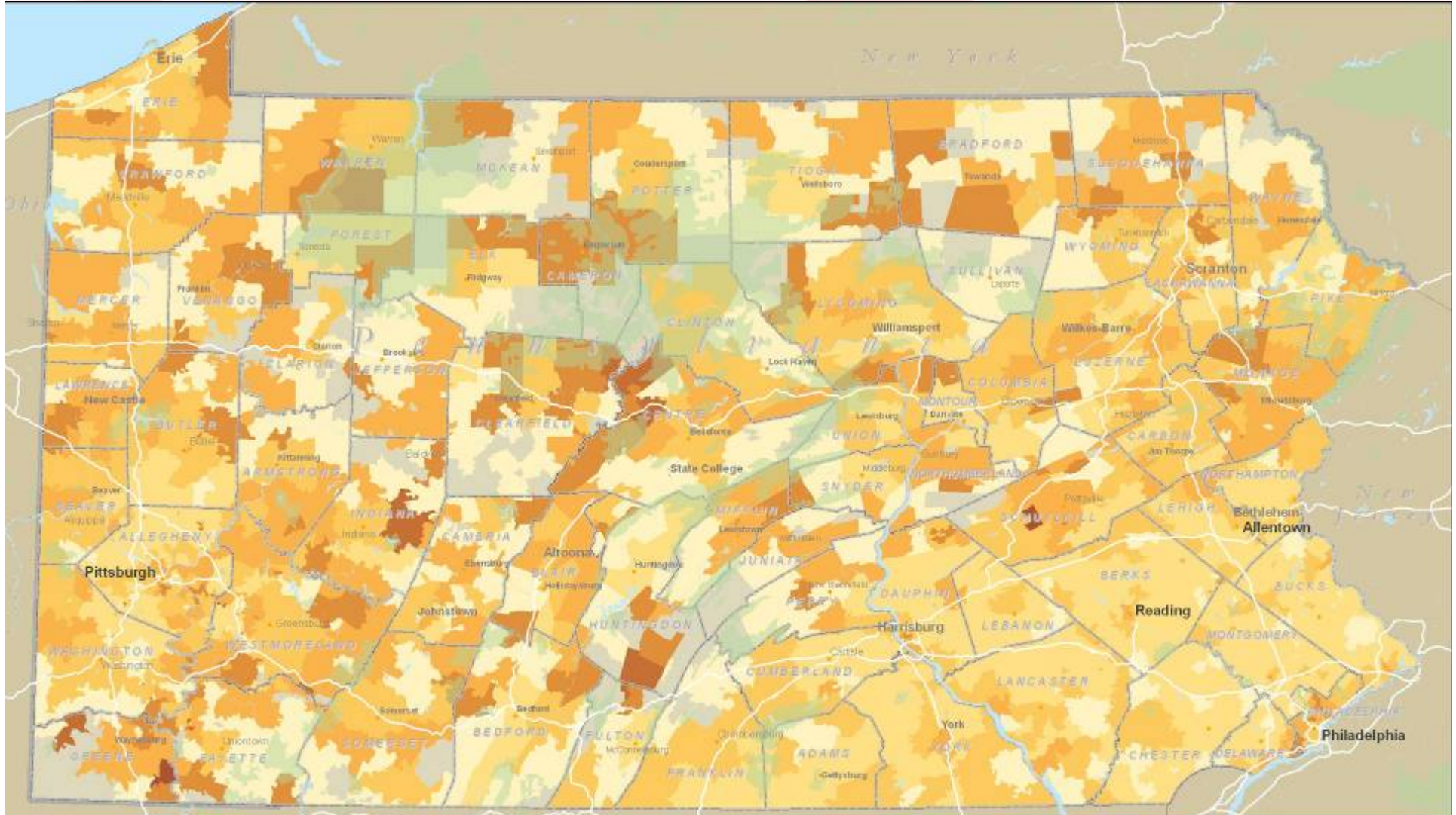
\*Fewer than 10 Subprime Loans

Source: TRF analysis of McDash Analytics



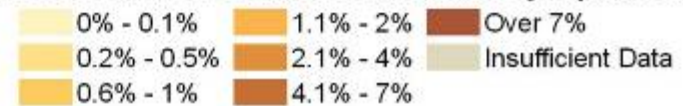


# Percent of Prime Loans in Presale Foreclosure



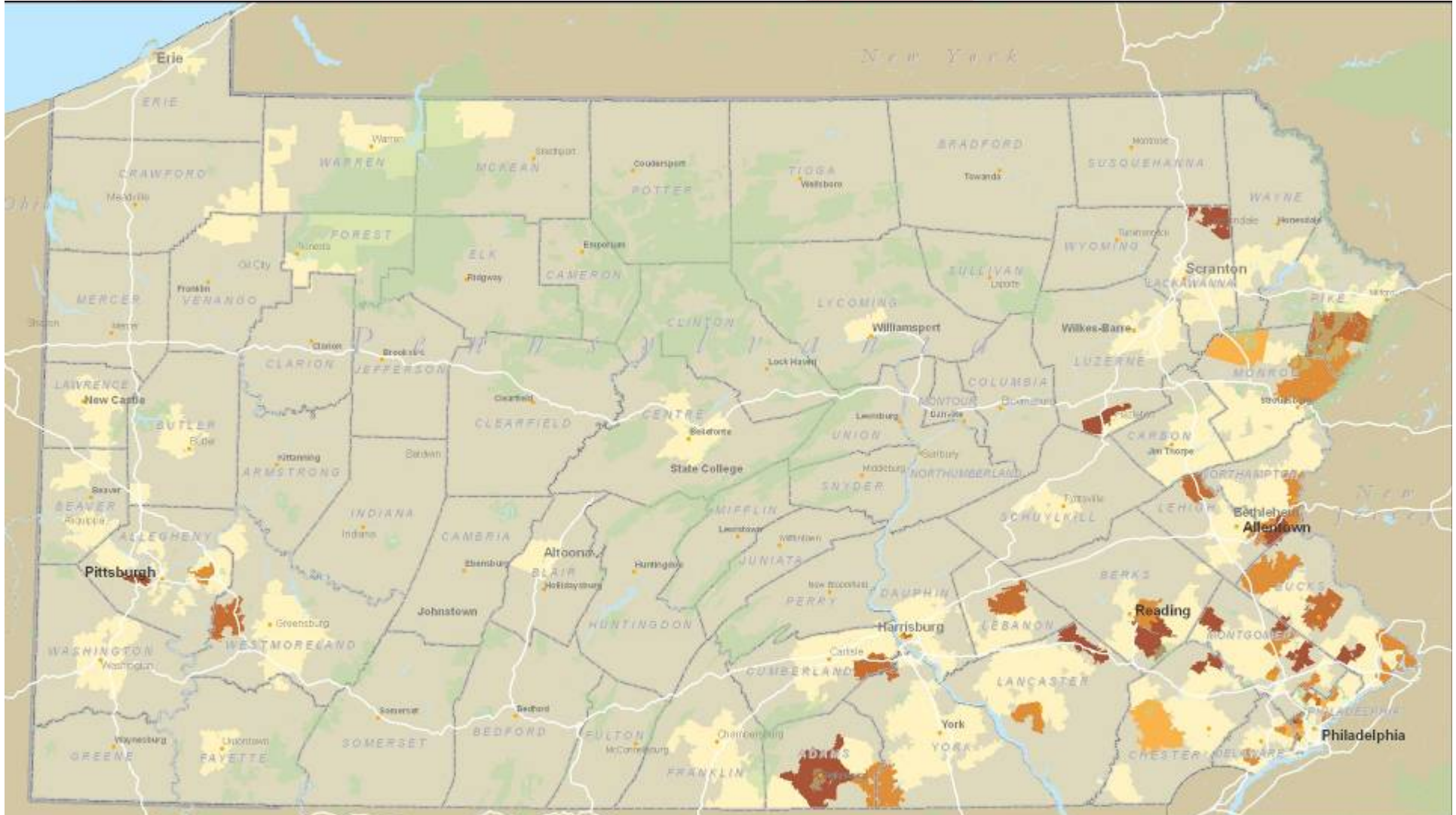
Source: TRF analysis of McDash Analytics

Percent Prime Loans in Presale Foreclosure By Zipcode July 2007





# Percent of Subprime Loans in Presale Foreclosure



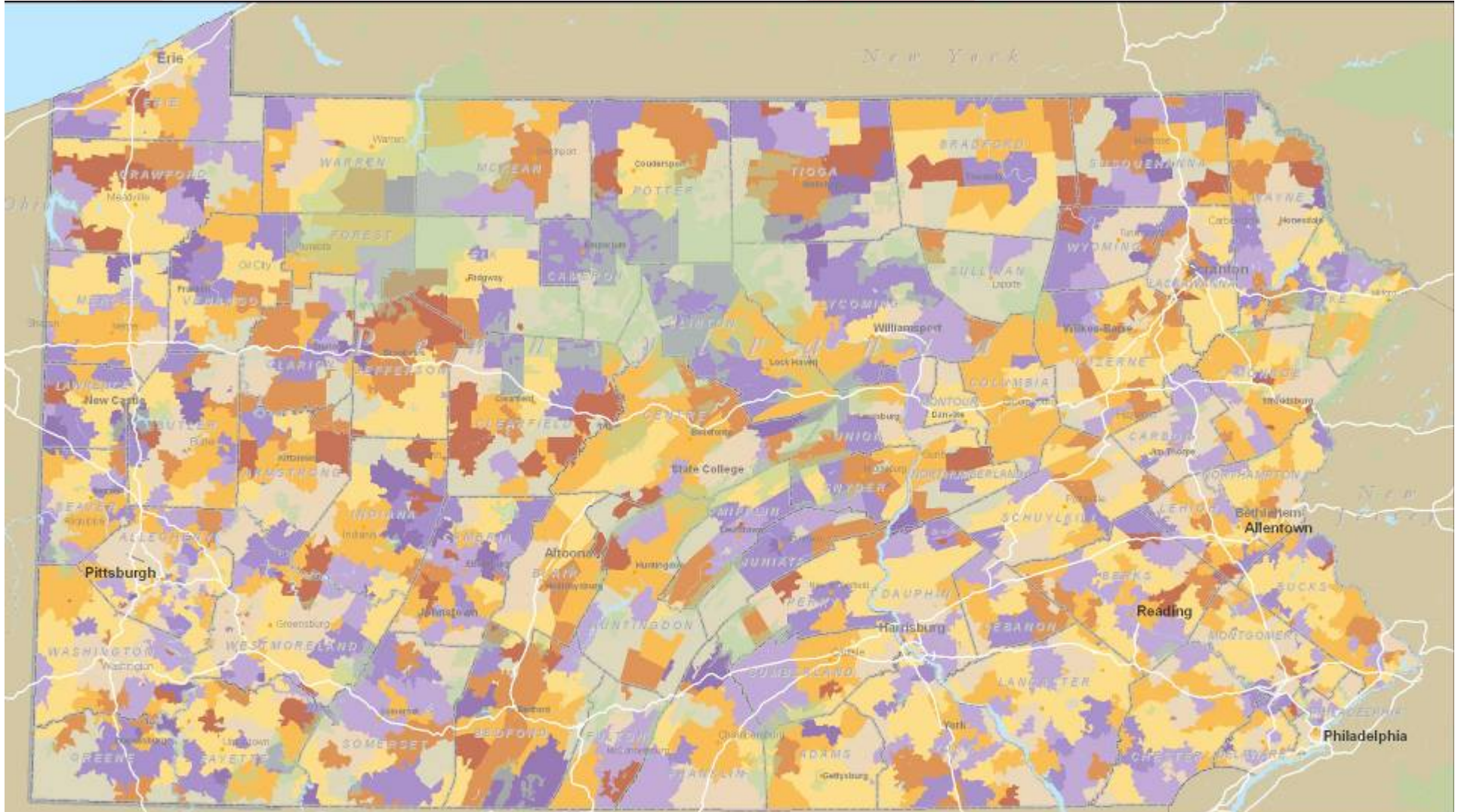
Source: TRF analysis of McDash Analytics

Percent Subprime Loans in Presale Foreclosure By Zipcode July 2007





# Percent Change in Delinquencies for All Loans



**Percent Change in Delinquent Loans Vs. July 2006 By Zipcode July 2007**

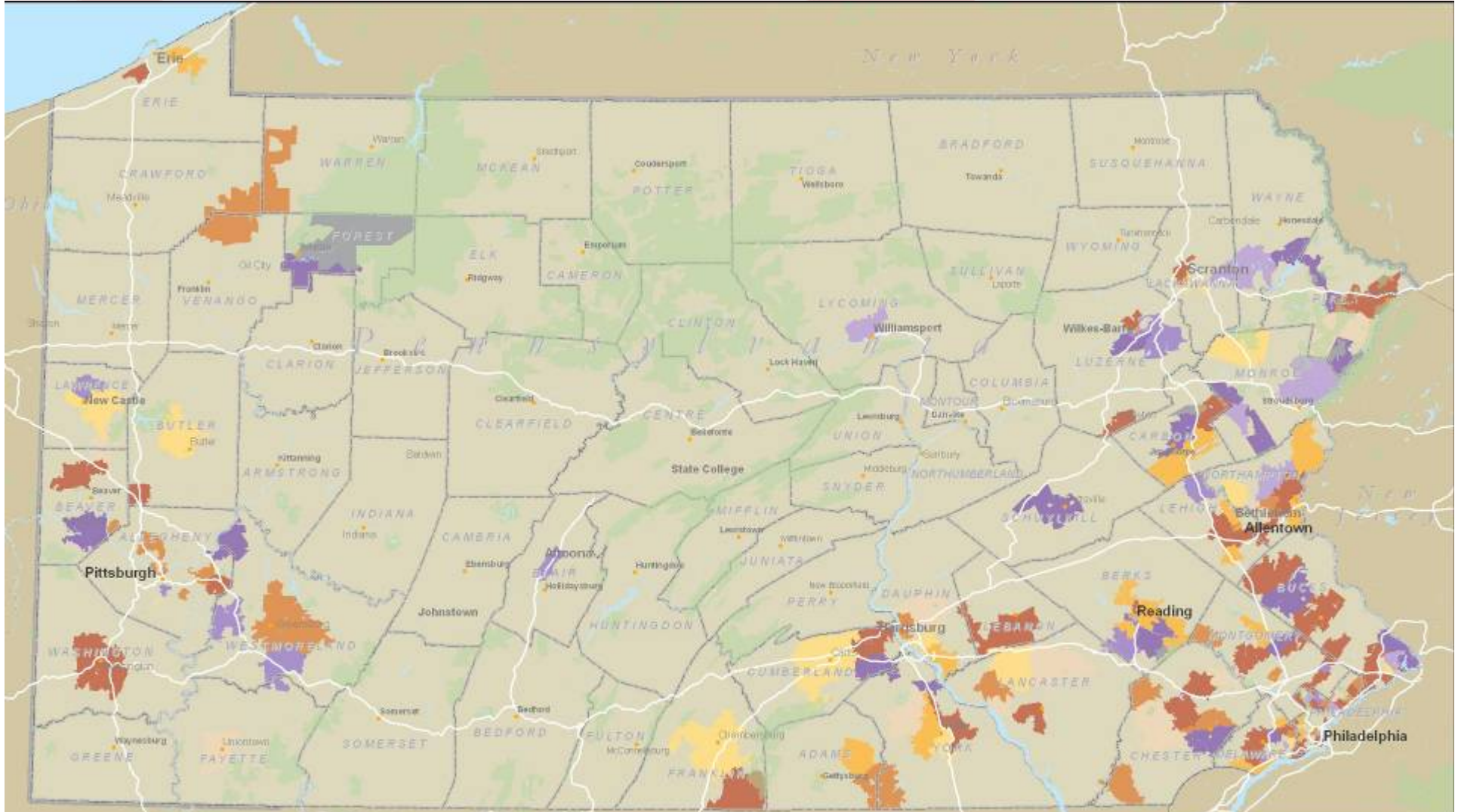
- |                        |             |                    |
|------------------------|-------------|--------------------|
| 50% Decline or Greater | -4.9% - 5%  | 50.1% - 100%       |
| -49.9% - -20%          | 5.1% - 20%  | Over 100% Increase |
| -19.9% - -5%           | 20.1% - 50% | Insufficient Data  |

Source: TRF analysis of McDash Analytics





# Percent Change in Delinquencies for Subprime Loans



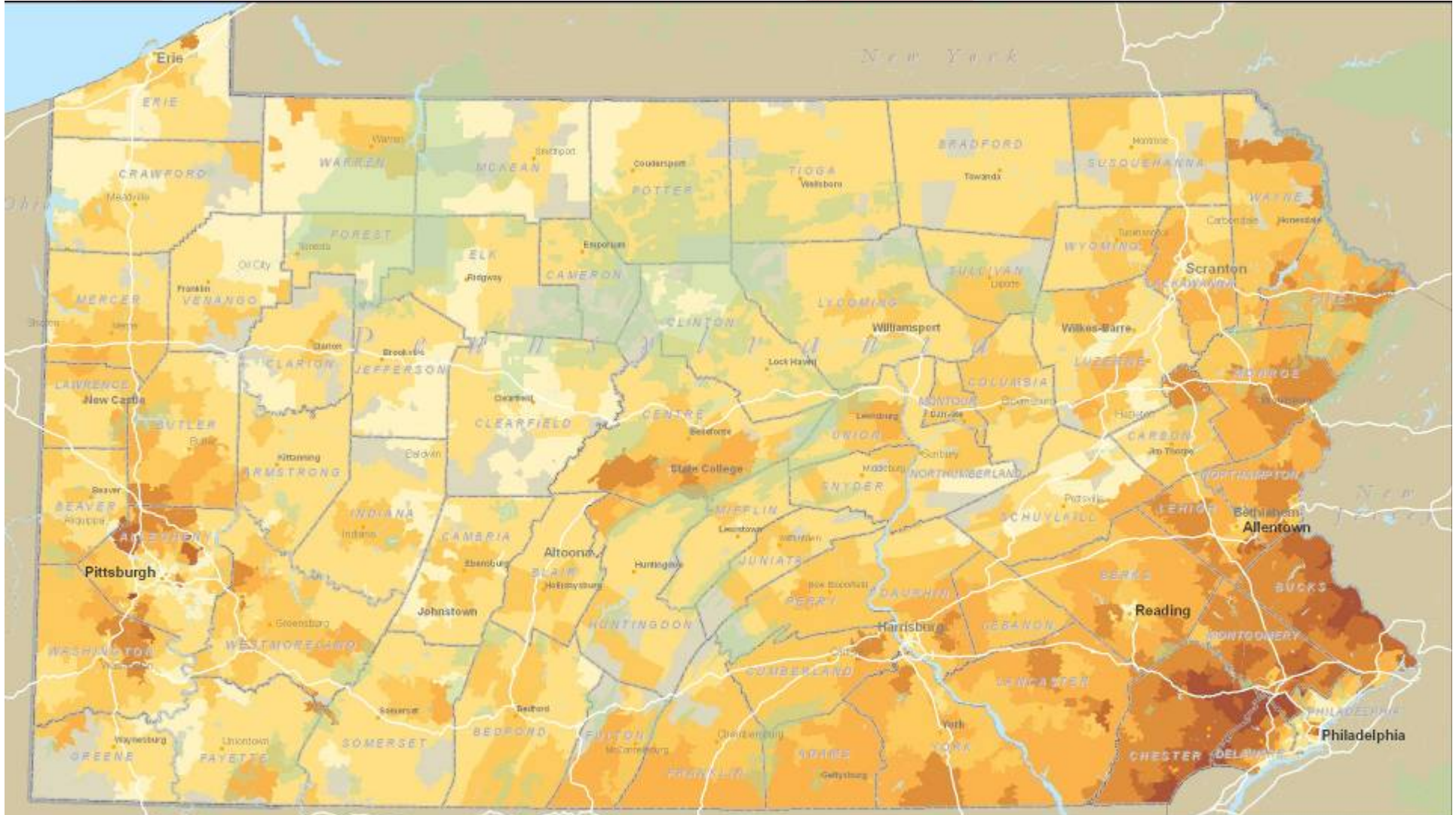
Percent Change in Delinquent Subprime Loans Vs. July 2006 By Zipcode July 2007

- |                        |             |                    |
|------------------------|-------------|--------------------|
| 50% Decline or Greater | -4.9% - 5%  | 50.1% - 100%       |
| -49.9% - -20%          | 5.1% - 20%  | Over 100% Increase |
| -19.9% - -5%           | 20.1% - 50% | Insufficient Data  |

Source: TRF analysis of McDash Analytics

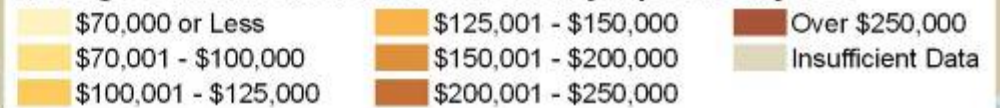


# Average Loan Amount for Prime Loans



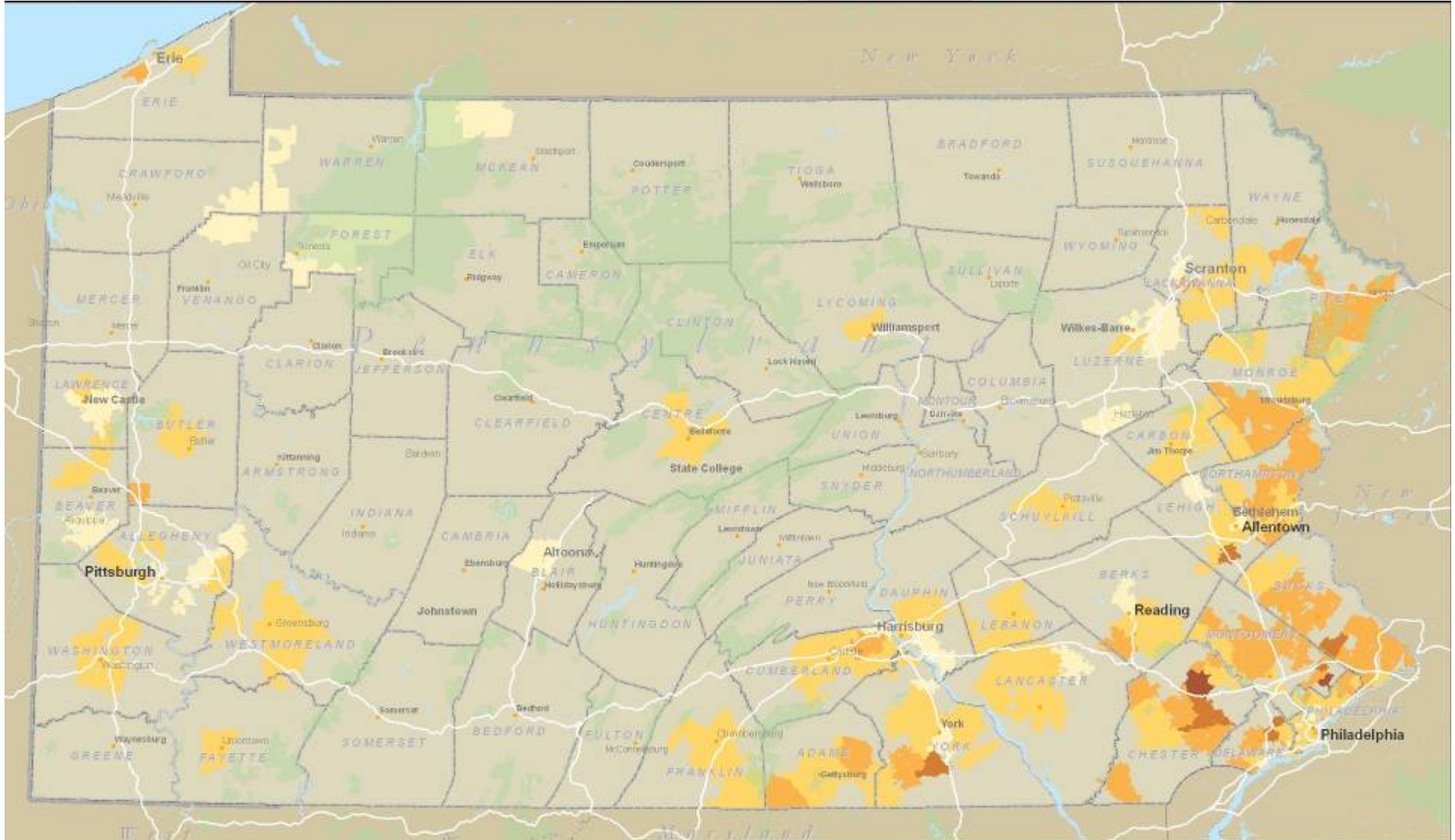
Source: TRF analysis of McDash Analytics

**Average Loan Amount for Prime Loans By Zipcode July 2007**





# Average Loan Amount for Subprime Loans

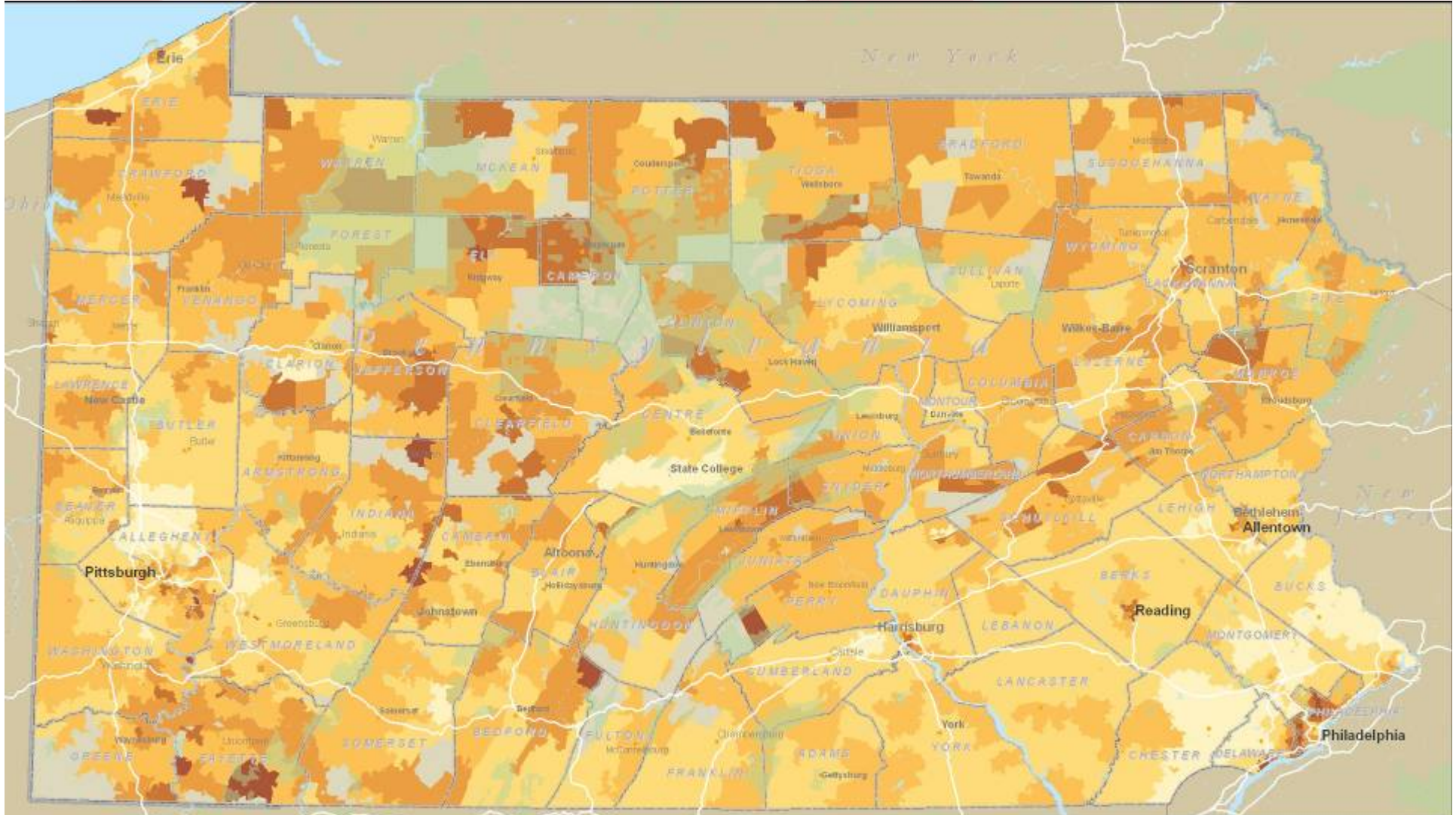


Source: TRF analysis of McDash Analytics



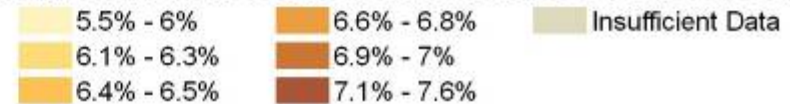


# Weighted Average Interest Rate for Prime Loans



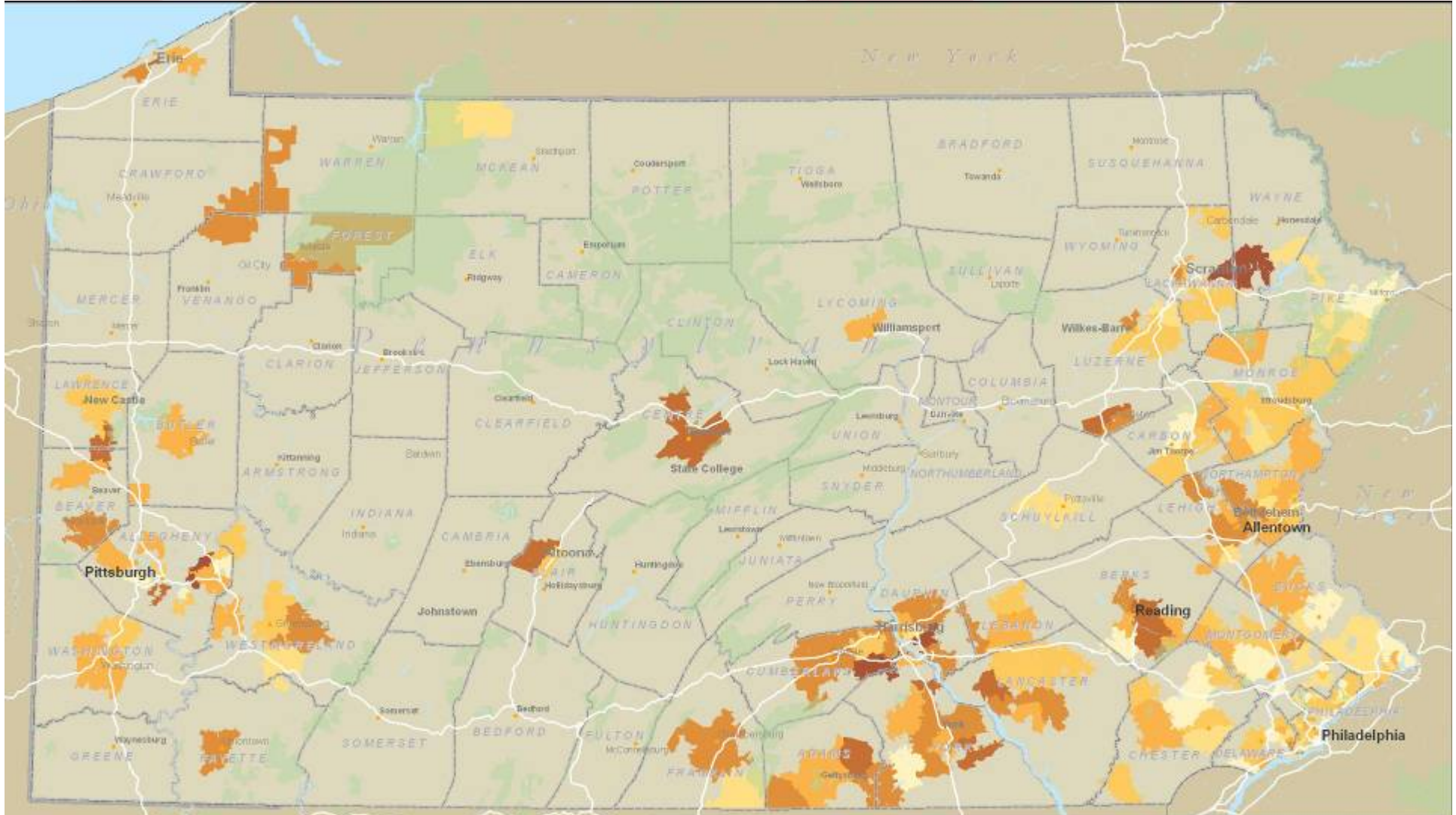
Source: TRF analysis of McDash Analytics

**Weighted Average Interest Rate for Prime Loans By Zipcode July 2007**





# Weighted Average Interest Rate for Subprime Loans



Source: TRF analysis of McDash Analytics

**Weighted Average Interest Rate for Subprime Loans By Zipcode July 2007**



