

Summary DFHC  
Annual Numbers  
January 1, 2014 - December 31, 2014

<b>Total # of Clients Counseled for Pre-Purchase</b>	1259
<b>Total # of Mortgage Applications</b>	606
<b>Total # of Mortgage Commitments</b>	542
<b>Total # of Closings</b>	537
<b>Total Amount of Purchase Dollars Leveraged</b>	\$ 79,108,173
<b>Total Amount of Mortgage Dollars Leveraged</b>	\$ 76,201,844
<b>Total # of Rental</b>	408
<b>Total # of Reverse Mortgages</b>	27
<b>Total # of Refi/Repair/HE</b>	10
<b>DPSA PROGRAMS</b>	
<b>SMAL</b>	249
<b>NCC DPS</b>	65
<b>NCCo VHAP</b>	12
<b>Lender Programs &amp; Seller Assistance</b>	53
<b>NSP</b>	8
<b>NCCo HIP</b>	9
<b>Other DPSA's</b>	53
<b>% of Median Income Closed Clients</b>	
<b>50% &amp; Below</b>	91
<b>51-80%</b>	270
<b>81%-100%</b>	110
<b>101%-115%</b>	37
<b>115% &amp; UP</b>	41
<b># of Clients that Closed per County</b>	
<b># NCC</b>	397
<b>#KENT</b>	104
<b>#SUSSEX</b>	46
<b>#OTHER</b>	4
<b>Head of Household Clients that Closed</b>	
<b>FEMALE APP</b>	240
<b>MALE APP</b>	157
<b>JOINT APP</b>	154
<b>Race of Clients that Closed</b>	
<b>A.AMER.</b>	203
<b>LATINO</b>	68
<b>ASIAN</b>	9
<b>WHITE</b>	245
<b>NATIVE AMERICAN</b>	1
<b>OTHER</b>	24

\*Hockessin Community Center excluded. Did not provide statistical data.

Summary DFHC  
Annual Numbers  
January 1, 2014 - December 31, 2014

<b>Default Workshop Participants</b>	533
<b>#of One on One Default Clients Counseled</b>	1468
<b># of Default NCCo</b>	938
<b># of Default Kent Co</b>	293
<b># of Default Sussex Co</b>	224
<b># of Default (Other Counties)</b>	13
<b>Race of Default Clients</b>	
<b>AFRICAN AMER</b>	615
<b>LATINO</b>	124
<b>ASIAN</b>	14
<b>WHITE</b>	648
<b>NATIVE AMERICAN</b>	4
<b>OTHER</b>	63
<b>% of Median Income Default Clients</b>	
<b>50% &amp; Below</b>	620
<b>51-80%</b>	446
<b>81%-100%</b>	185
<b>101%-115%</b>	60
<b>115% &amp; UP</b>	115
<b>Total Mortgage Default Dollars Saved</b>	\$ 91,895,868
<b>Total # of Default Clients Saved</b>	608
<b># of Default Saved NCCo</b>	357
<b># of Default Saved Kent Co</b>	134
<b># of Default Saved Sussex Co</b>	116
<b># of Default Saved (Other Counties)</b>	1
<b>Mortgage Workouts Submitted</b>	1213
<b>Resolutions</b>	612
<b>Modification</b>	358
<b>Short Sale</b>	28
<b>Forbearance</b>	34
<b>Partial Claim</b>	30
<b>Bankruptcy</b>	33
<b>Deed In Lieu</b>	6
<b>Foreclosure</b>	23
<b>DEMAP</b>	54
<b>Repayment Plan</b>	26
<b>Refinance</b>	6
<b>Other</b>	14
<b>Trial Mod</b>	337
<b>Total # of Mediation Attempts</b>	713

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