# LOAN REFINANCING **ASSISTANCE PILOT** PROJECT (LRAPP) PROGRAM



oregonhomeownerhelp.com/en/homeowner-education-program/lrapp-program





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# Loan Refinancing Assistance Pilot Project (LRAPP) Program Overview

The Oregon Department of Housing and Community Services' (OHCS) Homeowner Stabilization Initiative (OHSI) is offering an innovative approach to foreclosure prevention in several Central and Southern Oregon counties. The LRAPP program is designed to help families whose homes have substantial negative equity and are in danger of foreclosure because of financial hardship. Participating families will be offered a new mortgage at the current market value of their home. Further Development LLC is OHCS' administrator for this program. OHSI has recently completed the first LRAPP program cycle, with more than 70 previously distressed homeowners now in sustainable mortgages. This report details the LRAPP Program and the characteristics of the first homeowners to benefit from this innovative program.

# LRAPP Program Process

The LRAPP program was designed to assist more than 300 families over a five-year period. Qualified recipients have experienced hardship and are considered underwater, but could afford a new mortgage at their home's current market value. Oregon initially targeted the pilot phase to its two counties hardest hit by the foreclosure crisis, Deschutes and Jackson.

After a family qualifies for the program, they work with Further Development and a local Realtor to present a short sale offer to their lender using Hardest Hit Funds. If the offer is accepted, the home is resold to the family at its current market value. The entire process is market-based, utilizes existing market mechanisms and can only be accomplished when the proposed transaction is attractive to all parties.

The new loan is originated at closing, assigned to the State of Oregon's portfolio and serviced by an Oregon bank. The State's initial allotment for the pilot program was \$10 million and once its portfolio neared that mark, it negotiated a sale of \$6.3 million of the loans to a local federally insured depository at a price that recouped the State's investment to date.

The funds will now be recycled and used again, thereby by completing a cycle in which foreclosures are prevented at no ongoing cost to the HHF funds. The loan sale marked the successful completion of the pilot phase, and proved that the program could be brought to scale.

With the pilot successfully completed, the program has now expanded to a total of five Oregon counties, and an additional \$2 million has been allocated.

### Benefits to Homeowners

- As of April 30, 2013, there are seventy-six families in the program, no longer in foreclosure
- New mortgages are sustainable, and based on current market value
- Participants have received an average principal reduction of \$103,000
- Average monthly mortgage payment reduction of \$544
- Program has been expanded, is now available in 5 Counties: Deschutes, Jackson, Jefferson, Crook and Josephine





ORIGINAL MORTGAGE: \$262,514 LARPP MORTGAGE: \$150,000 **TOTAL REDUCTION: \$112,514** 

### The Johnsons

Supporting a family of four, Tim and Becky Johnson of Bend, Oregon worked with people with disabilities and in public education. Several years ago, the Johnsons fell behind on their mortgage payments as they struggled with unemployment during the recession. With the LRAPP program, OHSI successfully reduced their mortgage from \$262,514 to \$150,000. Thanks to OHSI, the Johnsons can again focus on the good work they do.



ORIGINAL MORTGAGE: \$203,000 LARPP MORTGAGE: \$97,000 TOTAL REDUCTION: \$106,000

### The Underwoods

When work slowed down, Carrol and Rhonda Underwood struggled to keep up with medical bills and the costs of raising two children. OHSI worked with the Underwoods to negotiate a short sale and reduce their mortgages from \$203,000 to \$97,000 and now they are home to stay.

### Benefits to Lenders

- Lenders have received 90 percent of current value for LRAPP transactions, far more than they would have received through a foreclosure or short sale.
- Non-performing assets can be liquidated quickly as opposed to what has become a very slow foreclosure process in Oregon.
- Given that LRAPP is entirely voluntary, only sales that make economic sense to the lenders are approved.

# Program Model Highlights

- The home must be a primary residence; borrower cannot own other residential property.
- Borrower must be able to meet standard loan ratios at the current appraised value of the home.
- Property must be located in Crook, Deschutes, Jackson, Jefferson, or Josephine County.
- No active bankruptcies.
- Homeowner income must be at or below 150 percent of the state median, adjusted for family size (approximately \$65,000 for a single earner, or \$100,000 for a family of 4).

# For More Information, Homeowners Should Contact:

### Further Development, LLC

# www.furtherdev.com info@furtherdev.com

(541) 647-1518 (Crook, Deschutes, Jefferson) (503) 477-5443 (Jackson, Josephine)

### OHSI

www.oregonhomeownerhelp.com homeowner.help@hcs.state.or.us

(503) 986-2025





# County	rior Outstanding Balance	Total Asset Cost	OHCS Loan Amount	Principal Reduction	Orig. Date	piti	Prior Payment	Payment Decrease	Pre-Mod. LTV	Principal Balance (OHCS Loan)	interest Earned (OHCS Loan)	Loan Sale Funding Amount*	Net Proceeds on Sale	Interest Earned + Net Proceeds (OHCS Loan)	Net to OHCS
1 Deschutes	\$211,239	\$104,877	\$110,000	\$101,239	Feb-12	\$862	\$1,223	-\$361	192%	\$108,533	\$7,106	\$107,158	\$104,987	\$112,094	
2 Deschutes	\$230,541	\$123,094	\$126,000	\$104,541	Feb-12	\$1,122	\$1,797	-\$675	183%	\$124,050		\$122,479	\$119,998	\$128,130	
3 Jackson	\$241,669	\$128,342	\$140,000	\$101,669	Feb-12	\$1,137	\$1,675	-\$538	173%	\$137,941	\$9,734	\$135,504	\$132,745	\$142,479	
4 Deschutes	\$271,590	\$138,850	\$152,500	\$119,090	Mar-12	\$1,155	\$1,625	-\$470	178%	\$151,264		\$0	\$151,264	\$158,979	
5 Jackson	\$199,826	\$119,470	\$135,000	\$64,826	Mar-12	\$1,045	\$1,226	-\$181	148%	\$133,342		\$131,653	\$128,986	\$137,041	\$17,572
6 Deschutes	\$301,542	\$147,310	\$160,000	\$141,542	Mar-12	\$1,200	\$2,542	-\$1,342	188%	\$158,035		\$156,033	\$152,873	\$162,419	
7 Deschutes	\$197,318	\$104,065	\$111,000	\$86,318	Apr-12	\$909	\$1,271	-\$362	178%	\$109,754		\$108,363	\$106,168	\$112,242	
8 Deschutes	\$262,514	\$139,798	\$150,000	\$112,514	Apr-12	\$1,109	\$2,149	-\$1,040	175%	\$148,180		\$146,303	\$143,340	\$151,547	
9 Deschutes	\$326,225	\$127,639	\$140,000	\$186,225	May-12	\$1,096	\$1,496	-\$400	233%	\$138,720		\$0	\$0		
10 Jackson	\$364,605	\$209,709	\$230,000	\$134,605	May-12	\$1,702	\$2,335	-\$633	159%	\$227,655		\$224,771	\$220,218	\$231,666	
11 Jackson	\$153,363	\$71,216	\$75,000	\$78,363	May-12	\$588	\$1,306	-\$718	204%	\$74,200		\$73,260	\$71,776	\$75,509	
12 Deschutes	\$214,193	\$133,429	\$144,500	\$69,693	May-12	\$1,047	\$1,604	-\$557	148%	\$143,029	\$7,192	\$141,217	\$138,356	\$145,549	
13 Deschutes	\$184,239	\$99,181	\$107,000	\$77,239	May-12	\$848	\$1,011	-\$163	172% 205%	\$105,853		\$104,513	\$102,396	\$107,721	\$8,540
14 Deschutes 15 Jackson	\$261,801 \$289,300	\$118,533 \$129,571	\$128,000 \$139,000	\$133,801 \$150,300	May-12 May-12	\$1,028	\$1,964	-\$936	205%	\$126,697 \$137,536	\$6,371 \$6,917	\$125,092 \$135,794	\$122,558 \$133,044	\$128,929 \$139,961	\$10,396 \$10,390
16 Deschutes	\$289,300	\$129,371	\$139,000	\$46,243		\$985	\$1,700	-\$394	133%	\$137,585	\$6,917	\$135,794	\$133,090	\$139,961	
17 Deschutes	\$468,298	\$283,013	\$293,000	\$46,243	May-12 May-12	\$2,258	\$2,594	-\$125	160%	\$290,017		\$135,642	\$133,090	\$140,009	
18 Deschutes	\$390,011	\$125,902	\$134,900	\$255,111	Jun-12	\$1,026	\$2,594	-\$536	289%	\$133,667	\$6,046	\$200,343	\$200,545	\$6,046	
19 Deschutes	\$524,330	\$240,988	\$250,000	\$274,330	Jun-12	\$1,731	\$3,116	-\$035	210%	\$247,715		\$244,577	\$239,623	\$250,827	
20 Deschutes	\$506,000	\$318,472	\$315,000	\$191,000	Jun-12	\$2,236	\$2,322	-\$1,505	161%	\$312,119		\$0	\$312,119	\$327,160	
21 Deschutes	\$177,000	\$107,418	\$110,000	\$67,000	Jun-12	\$815	\$1,252	-\$437	161%	\$108,994		\$0	\$372,115		
22 Jackson	\$283,808	\$163,344	\$160,000	\$123,808	Jul-12	\$1,224	\$1,642	-\$418	177%	\$158,665	\$6,377	\$0	\$0	\$6,377	
23 Deschutes	\$178,638	\$100,001	\$102,222	\$76,416	Jul-12	\$796	\$1,265	-\$469	175%	\$101,389		\$100,105	\$98,077	\$102,152	
24 Deschutes	\$87,200	\$68,455	\$67,210	\$19,990	Jul-12	\$546	\$1,148	-\$602	130%	\$66,636		\$0	\$0	\$2,614	
25 Jackson	\$170,772	\$76,067	\$75,000	\$95,772	Jul-12	\$582	\$1,447	-\$865	228%	\$74,392		\$73,450	\$71,962	\$74,951	-\$1,116
26 Jackson	\$296,903	\$214,827	\$220,000	\$76,903	Aug-12	\$1,564	\$2,052	-\$488	135%	\$218,105		\$215,343	\$210,981	\$218,651	\$3,824
27 Deschutes	\$437,645	\$159,146	\$162,250	\$275,395	Aug-12	\$1,245	\$2,237	-\$992	270%	\$161,268		\$0	\$0		
28 Jackson	\$183,410	\$91,359	\$94,318	\$89,092	Aug-12	\$755	\$1,365	-\$610	194%	\$93,651	\$3,291	\$92,465	\$90,592	\$93,883	
29 Deschutes	\$242,807	\$171,538	\$170,000	\$72,807	Aug-12	\$1,277	\$1,701	-\$424	143%	\$168,786		\$166,648	\$163,272	\$169,204	
30 Deschutes	\$282,213	\$125,150	\$130,681	\$151,532	Aug-12	\$1,032	\$2,497	-\$1,465	216%	\$129,755	\$4,560	\$128,112	\$125,516	\$130,077	\$4,927
31 Jackson	\$403,000	\$176,284	\$186,250	\$216,750	Sep-12	\$1,335	\$1,505	-\$170	216%	\$185,111	\$5,573	\$182,766	\$179,064	\$184,637	\$8,353
32 Jackson	\$317,847	\$194,936	\$198,000	\$119,847	Sep-12	\$1,504	\$2,342	-\$838	161%	\$196,802	\$5,925	\$194,310	\$190,374	\$196,299	\$1,363
33 Deschutes	\$192,015	\$141,453	\$142,000	\$50,015	Sep-12	\$1,035	\$1,279	-\$244	135%	\$140,843	\$4,953	\$138,354	\$135,538	\$140,491	-\$962
34 Deschutes	\$174,483	\$77,073	\$78,000	\$96,483	Sep-12	\$638	\$1,562	-\$924	224%	\$77,524	\$2,334	\$76,542	\$74,992	\$77,326	\$253
35 Deschutes	\$161,134	\$58,905	\$60,000	\$101,134	Sep-12	\$515	\$967	-\$452	269%	\$59,555		\$0	\$0		
36 Deschutes	\$236,308	\$130,755	\$138,000	\$98,308	Sep-12	\$1,049	\$1,503	-\$454	171%	\$137,165		\$135,428	\$132,685	\$136,814	
37 Deschutes	\$178,914	\$89,893	\$96,590	\$82,324	Oct-12	\$768	\$1,310	-\$542	185%	\$96,104		\$94,887	\$92,965	\$95,375	
38 Deschutes	\$142,724	\$84,471	\$88,000	\$54,724	Oct-12	\$659	\$1,269	-\$610	162%	\$87,558		\$0	\$0	\$2,196	
39 Jackson	\$317,736	\$234,061	\$239,000	\$78,736	Oct-12	\$1,777	\$2,082	-\$305	133%	\$237,798		\$234,786	\$230,030	\$235,993	
40 Jackson	\$165,983	\$68,112	\$71,000	\$94,983	Oct-12	\$563	\$1,227	-\$664	234%	\$70,456		\$69,564	\$68,155	\$69,924	
41 Deschutes	\$170,738	\$109,439	\$113,000	\$57,738	Oct-12	\$865	\$1,464	-\$599	151%	\$112,432		\$111,008	\$108,759	\$111,578	
42 Jackson	\$241,808	\$139,481	\$148,000	\$93,808	Oct-12	\$1,202	\$1,976	-\$774	163%	\$147,035	\$3,692	\$0	\$0	\$3,692	
43 Jackson	\$260,905	\$134,794	\$138,800	\$122,105	Oct-12	\$1,067	\$1,747	-\$680	188%	\$138,102		\$136,353	\$133,591	\$137,054	
44 Jackson	\$137,787	\$96,325	\$101,300	\$36,487	Oct-12	\$803	\$1,020	-\$217	136%	\$100,791	\$2,527	\$0	\$0	\$2,527	\$2,527
45 Jackson	\$207,276	\$128,331	\$135,000	\$72,276	Nov-12	\$1,036	\$1,619	-\$583	154%	\$134,458		\$132,755	\$130,066	\$132,762	
46 Deschutes	\$110,811	\$76,308	\$79,500	\$31,311	Nov-12	\$606	\$875	-\$269	139%	\$79,180		\$78,177	\$76,593	\$78,181	\$1,873
47 Deschutes	\$239,315	\$141,183	\$144,500	\$94,815	Nov-12	\$1,067	\$1,763	-\$696	166%	\$144,066		\$0	\$0		
48 Jackson	\$174,265	\$108,493	\$113,600	\$60,665	Nov-12	\$859	\$1,620	-\$761	153%	\$113,029		\$0	\$0		
49 Deschutes	\$193,244	\$82,431	\$85,000	\$108,244	Nov-12	\$672 \$678	\$841	-\$169	227%	\$84,659		\$83,586	\$81,893	\$83,591	\$1,160
50 Deschutes	\$167,725	\$86,828	\$91,000	\$76,725	Nov-12	\$0/8	\$1,366	-\$688	184%	\$90,546	\$1,817	\$0	\$0	\$1,817	\$1,817

# County	Prior Outstanding Balance	Total Asset Cost	OHCS Loan Amount	Principal Reduction	Orig. Date	PITI	Prior Payment	Payment Decrease	Pre-Mod. LTV	Principal Balance (OHCS Loan)	Interest Earned (OHCS Loan)	Loan Sale Funding Amount*	Net Proceeds on Sale	Interest Earned + Net Proceeds (OHCS Loan)	Net to OHCS
51 Jackson	\$194,294	\$84,178	\$88,000	\$106,294	Nov-12	\$654	\$1,709	-\$1,055	221%	\$87,641	\$1,757	\$86,530	\$84,778	\$86,535	\$2,356
52 Jackson	\$275,043	\$204,028	\$206,000	\$69,043	Dec-12	\$1,529	\$1,892	-\$363	134%	\$205,382	\$3,087	\$202,780	\$198,673	\$201,759	-\$2,269
53 Jackson	\$141,574	\$71,935	\$74,000	\$67,574	Dec-12	\$599	\$975	-\$376	191%	\$73,778	\$1,109	\$72,843	\$71,368	\$72,477	\$542
54 Jackson	\$224,612	\$144,740	\$153,400	\$71,212	Dec-12	\$1,081	\$1,404	-\$323	146%	\$152,629	\$3,827	\$149,169	\$146,117	\$149,944	\$5,204
55 Jackson	\$266,672	\$115,094	\$120,000	\$146,672	Dec-12	\$1,038	\$1,550	-\$512	222%	\$119,640	\$1,798	\$118,124	\$115,732	\$117,530	\$2,436
56 Jackson	\$278,188	\$74,936	\$76,000	\$202,188	Dec-12	\$622	\$2,356	-\$1,734	366%	\$75,772	\$1,139	\$0	\$0	\$1,139	\$1,139
57 Jackson	\$165,620	\$91,944	\$97,000	\$68,620	Dec-12	\$738	\$1,287	-\$549	171%	\$96,709	\$1,454	\$95,484	\$93,550	\$95,003	\$3,059
58 Jackson	\$167,842	\$118,315	\$122,000	\$45,842	Dec-12	\$879	\$985	-\$106	138%	\$121,634	\$1,828	\$120,093	\$117,660	\$119,489	\$1,173
59 Jackson	\$234,630	\$134,704	\$142,000	\$92,630	Dec-12	\$1,040	\$1,907	-\$867	165%	\$141,574	\$2,128	\$139,781	\$136,949	\$139,077	\$4,372
60 Jackson	\$222,039	\$113,600	\$119,000	\$103,039	Jan-13	\$931	\$1,072	-\$141	187%	\$118,762	\$1,189	\$117,258	\$114,883	\$116,072	\$2,473
61 Jackson	\$160,447	\$103,192	\$108,000	\$52,447	Jan-13	\$785	\$972	-\$187	149%	\$107,784	\$1,079	\$106,419	\$104,263	\$105,343	\$2,151
62 Jackson	\$161,666	\$87,094	\$91,000	\$70,666	Jan-13	\$684	\$1,099	-\$415	178%	\$90,818	\$910	\$0	\$0	\$910	\$910
63 Deschutes	\$471,438	\$240,810	\$247,000	\$224,438	Feb-13	\$1,776	\$2,049	-\$273	191%	\$246,734	\$1,235	\$0	\$0	\$1,235	\$1,235
64 Deschutes	\$242,168	\$133,124	\$139,000	\$103,168	Feb-13	\$1,028	\$1,364	-\$336	174%	\$138,862	\$695	\$0	\$0	\$695	\$695
65 Deschutes	\$152,101	\$82,350	\$85,000	\$67,101	Feb-13	\$674	\$1,164	-\$490	179%	\$84,915	\$425	\$0	\$0	\$425	\$425
66 Deschutes	\$147,171	\$125,492	\$130,000	\$17,171	Feb-13	\$979	\$1,180	-\$201	113%	\$129,741	\$1,299	\$0	\$0	\$1,299	\$1,299
67 Deschutes	\$83,722	\$55,234	\$57,000	\$26,722	Feb-13	\$495	\$774	-\$279	147%	\$56,943	\$285	\$0	\$0	\$285	\$285
68 Jackson	\$193,419	\$79,617	\$83,000	\$110,419	Feb-13	\$632	\$963	-\$332	233%	\$82,917	\$415	\$0	\$0	\$415	\$415
69 Jackson	\$244,340	\$194,422	\$201,000	\$43,340	Feb-13	\$1,475	\$1,884	-\$409	122%	\$200,599	\$2,009	\$0	\$0	\$2,009	\$2,009
70 Jackson	\$416,868	\$216,388	\$225,000	\$191,868	Feb-13	\$1,576	\$2,341	-\$765	185%	\$224,550	\$2,249	\$220,583	\$216,092	\$218,341	\$1,953
71 Deschutes	\$234,803	\$179,734	\$187,000	\$47,803	Feb-13	\$1,421	\$1,792	-\$371	126%	\$186,814	\$935	\$0	\$0	\$935	\$935
72 Deschutes	\$225,614	\$149,724	\$157,000	\$68,614	Mar-13	\$1,074	\$1,485	-\$411	144%	\$157,000	\$0	\$0	\$0	\$0	\$0
73 Deschutes	\$185,193	\$128,466	\$135,000	\$50,193	Mar-13	\$1,009	\$1,217	-\$208	137%	\$135,000	\$0	\$0	\$0	\$0	\$0
74 Deschutes	\$376,886	\$198,668	\$206,000	\$170,886	Mar-13	\$1,466	\$1,246	\$220	183%	\$206,000	\$0	\$0	\$0	\$0	\$0
75 Deschutes	\$313,249	\$151,899	\$159,000	\$154,249	Apr-13	\$1,185	\$1,640	-\$455	197%	\$159,000	\$0	\$0	\$0	\$0	\$0
76 Jackson	\$279,134	\$146,356	\$153,000	\$126,134	Apr-13	\$1,197	\$1,861	-\$664	182%	\$153,000	\$0	\$0	\$0	\$0	\$0
Total	\$18,376,994	\$10,054,334	\$10,478,521	\$7,898,473		\$79,287	\$119,840	-\$40,553		\$10,414,944	\$306,418	\$6,252,607	\$6,589,251	\$6,895,670	\$336,851
Average	\$241,803	\$132,294	\$137,875	\$103,927		\$1,043	\$1,577	-\$534		\$137,039	\$4,032	\$82,271	\$86,701	\$90,732	\$4,432

\*Note: loan sale funding amount is as of 5/15/13

### **HIGHLIGHTS:**

Average Prior Loan Balance: **\$241,803** Average LRAPP Loan Amount: **\$137,875**  OHSI Purchase Price: **\$132,294** Average Principal Reduction: **\$103,927** 

Average Payment Reduction: \$534