



OFFICE OF HOUSING
ASSET SALES OFFICE
OFFICE OF FINANCE AND BUDGET



Report to the Commissioner on Post Sale Reporting September 2022 Report

HUD-HELD VACANT LOAN SALES FOR
HOME EQUITY CONVERSION MORTGAGES

U.S. Department of Housing and Urban Development
Federal Housing Administration

BACKGROUND

HUD-held Vacant Loan Sales (HVLS) for home equity conversion mortgages (HECMs) were introduced in 2016. These sales maximize recoveries to the Federal Housing Administration (FHA) funds on behalf of taxpayers through competitive auctions. HVLS transactions are comprised of a portfolio of defaulted, formerly FHA-insured, single-family reverse mortgage loans owned by HUD. The loans are first liens secured by 1 to 4 unit, residential properties with the following attributes:

- ❖ The last surviving borrower is deceased;
- ❖ No borrower is survived by a non-borrowing spouse;
- ❖ The property securing the mortgage loan is vacant; and
- ❖ The heirs of the estate have not paid off the debt.

The HVLS loans were assigned to HUD from prior servicers, who are able to assign the loans to HUD when the loan balance reaches 98% of Maximum Claim Amount (MCA). MCA is equal to the lesser of the loan's appraised value or the maximum FHA lending limit at origination. HUD takes over servicing when the loans are assigned.

HUD can foreclose on these vacant properties but that is usually lengthy and costly to the U.S. taxpayers. Selling these defaulted mortgages through a competitive auction generates savings for FHA by avoiding holding, Foreclosure, and sales expenses that would be incurred with a disposition through the REO conveyance program.

The HVLS portfolio is summarized below. This report includes post-sale reporting data due 07/01/2022 and received through 9/7/2022 on seven of the nine HVLS transactions, HVLS 2017-1 through HVLS 2022-1. The first reporting for HVLS 2022-2 Part 1 and Part 2 is expected to be received on or about January 3, 2023. Per sale requirements, Purchasers must ensure that the loans are serviced in accordance with all applicable state and federal laws and regulations.

The information contained herein is based upon data reported by Purchasers.

EXHIBIT 1: THE HVLS PORTFOLIO

Sale Name	Sale Date	Settled Loan Count	Updated Loan Balance (MM)	Repurchased Loans	Count without Repurchases	Number of Pools
HVLS 2017-1	11/30/2016	1,644	\$333.4	77	1,567	5
HVLS 2017-2	6/21/2017	864	\$171.7	59	805	5
HVLS 2018-1	4/11/2018	566	\$120.2	55	511	4
HVLS 2019-1	12/12/2018	964	\$201.4	44	920	8
HVLS 2019-2	7/24/2019	1,473	\$329.5	100	1,373	10
HVLS 2020-1	6/24/2020	638	\$146.6	10	628	10
HVLS 2022-1	12/1/2021	1,605	\$398.6	2	1,603	17
HVLS 2022-2 Part 1	6/8/2022	699	\$190.9	0	699	7
HVLS 2022-2 Part 2	7/27/2022	682	\$139.5	0	682	13
HVLS Total		9,135	\$2,031.8	347	8,788	79

The table above includes settled loans only, including 347 loans that are shown as Repurchased by the Purchasers. The first post-sale reporting for HVLS 2022-2 Part 1 and Part 2 sale is due by January 3, 2023 so repurchase data is not yet reported for that sale.

NON-PROFIT HIGHLIGHTS

- ❖ HUD's latest Virtual Conference on expanded opportunities for non-profit participation in loan sales was held April 27, 2022. It included a focus on affordable housing mission outcomes.

Topics included: FHA Loan Sale Overview; Non-Profit Participation; the HVLS 2022-2 Offering and New Initiatives; Bidder Qualification including Requirements for Joint Ventures; and Success Stories and Interactive Discussion. **See video at:**

<https://youtu.be/NjhxOUpmwUs>

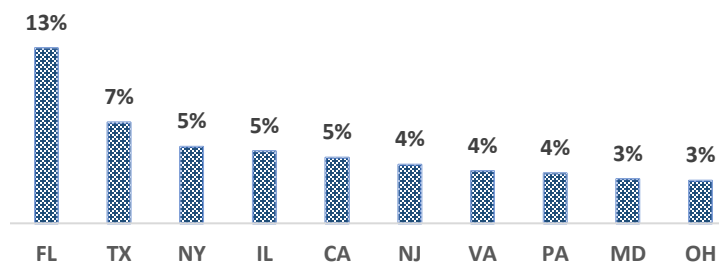
Presentation Slides are available at:

<https://www.falconassetsales.com/conferences/past-conferences>

- ❖ HVLS 2019-1, HVLS 2019-2 and HVLS 2020-1 featured carve-out pools which allowed non-profits to self-select up to 10% of loans from the larger pools offered for sale to all qualified bidders.
- ❖ In HVLS 2022-1 the percentage of loans non-profits could self-select was increased to 50% of the loans from the Regional pools offered for sale. Individual loans were awarded and non-profit organizations successfully won the entire volume of notes eligible for carve-out bidding from each Regional pool.
- ❖ In HVLS 2022-2 for the first time bids were submitted on an individual loan basis for all of the loans offered for sale.
 - For Part 1, loans were only offered to qualified non-profit bidders.
 - For Part 2 loans were offered to all qualified bidders.
- ❖ From time to time, HUD has also created set-aside pools offered only to non-profit/local government bidders. These set-aside pools are a pre-defined set of loans within a larger pool offered for sale to all qualified investors.

GEOGRAPHIC DISTRIBUTION

Top 10 States for HVLS Properties



The HVLS loans sold were secured by properties in all 50 states, the District of Columbia and Puerto Rico. Approximately 53% of the loans sold were from the top 10 states.

HUD's pooling strategies have helped increase the loans sold to non-profits:

- Prior to 2019, the total loans sold to non-profits was 4%, while for HVLS 2019-1 and 2019-2 a total of 19% of the loans were sold to non-profits.
- In HVLS 2020-1 and 2022-1, 26% and 50%, respectively, of the loans were sold to non-profits.
- In HVLS 2022-2 Parts 1 and 2 combined, approximately 62% of the loans were sold to non-profits.

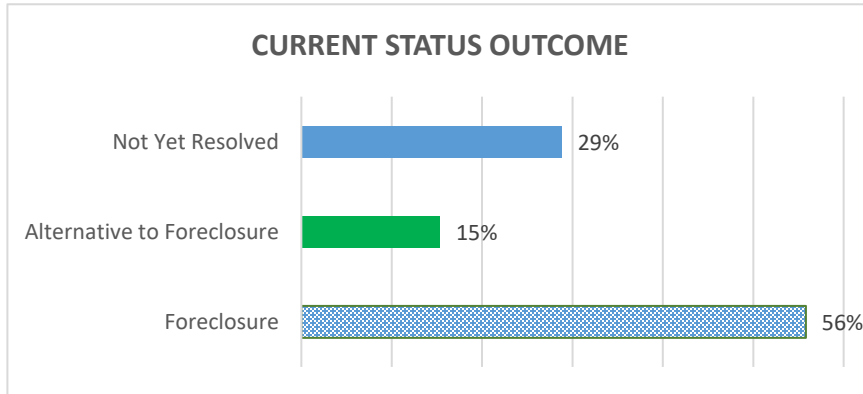
Non-profits have purchased 26% of the total HVLS loans sold through HVLS 2022-2.

(Note the data above reflects loan counts at settlement).

EXHIBIT 2: THE HVLS PURCHASERS

Purchaser	Settled Loan Count	% of Loan Count	Updated Loan Balance (MM)	Repurchased Loans	Count without Repurchases
Rushmore Loan Management Services LLC/Roosevelt	2,613	28.60%	\$ 558.6	200	2,413
GITSIT Solutions, LLC (Formerly known as Kondaur)	1,763	19.30%	\$ 372.6	30	1,733
Home Preservation Partnership, LLC (Non-Profit)	724	7.93%	\$ 227.1	4	720
Hogar Hispano, Inc. (Non-Profit)	671	7.35%	\$ 140.4	3	668
The Corona Group	543	5.94%	\$ 125.5	44	499
VWH Capital Management, LP/ VRMTG ACQ, LLC	542	5.93%	\$ 89.3	49	493
Upland Mortgage Acquisition LLC	503	5.51%	\$ 102.6	9	494
Waterfall Victoria Master Fund Ltd	399	4.37%	\$ 90.6	0	399
Western Run Capital Management (Non-Profit)	244	2.67%	\$ 61.7	1	243
Seattle Bank	192	2.10%	\$ 49.7	6	186
Hogar Hispano-1, Inc. (Non-Profit)	169	1.85%	\$ 37.4	0	169
RM ACQ, LLC (Non-Profit)	165	1.81%	\$ 37.1	0	165
Bayview Asset Management	162	1.77%	\$ 25.1	1	161
Skid Row Housing Trust (Non-Profit)	155	1.70%	\$ 40.1	0	155
CAG National Fund II LLC (Non-Profit)	61	0.67%	\$ 15.8	0	61
SafeGuard Misty Realty Group LLC (Non-Profit)	44	0.48%	\$ 15.1	0	44
Southside NSP 2018-1 REO LLC (Non-Profit)	34	0.37%	\$ 4.9	0	34
NCP SSNS I LLC (Non-Profit)	29	0.32%	\$ 8.3	0	29
HHI Community Investment Fund (Non-Profit)	22	0.24%	\$ 6.3	0	22
LL Funds Administrative Agent, LLC (Non-Profit)	22	0.24%	\$ 5.1	0	22
Home Independence, LLC (Non-Profit)	19	0.21%	\$ 3.8	0	19
RDMO SSNS I LLC (Non-Profit)	19	0.21%	\$ 4.2	0	19
American Built Communities. Inc (Non-Profit)	10	0.11%	\$ 2.3	0	10
Marigold, Iris and Yarrow Financial, LLC (Non-Profit)	10	0.11%	\$ 3.2	0	10
The Ogunsola Foundation, Inc (Non-Profit)	8	0.09%	\$ 1.9	0	8
NAAC 2022-2 LLC (Non-Profit)	6	0.07%	\$ 0.9	0	6
Land Quest Enterprises, LLC (Non-Profit)	5	0.05%	\$ 1.9	0	5
National Faith Homebuyers (Non-Profit)	1	0.01%	\$ 0.2	0	1
HVLS Total	9,135	100%	\$ 2,031.8	347	8,788

LOAN STATUS OUTCOMES SUMMARY



For loans where post-sale reporting has been received, 56% of the loans were resolved through Foreclosure and 29% of the loans have not yet been resolved. Since the borrowers are deceased, the primary resolution method for Purchasers is generally Foreclosure; however, 15% of the assets were resolved through Foreclosure alternatives.

According to the feedback from the Purchasers, these Foreclosure alternatives have been accomplished through the Purchaser, as a final step, seeking out and working with the estate of deceased borrowers.

EXHIBIT 3: LOAN STATUS OUTCOMES BY SALE

Category	Count							% of Loans Sold						
	2017-1	2017-2	2018-1	2019-1	2019-2	2020-1	2022-1	2017-1	2017-2	2018-1	2019-1	2019-2	2020-1	2022-1
RESOLVED														
Alternative to Foreclosure														
Paid in Full	55	24	3	5	10	8	4	3.5%	3.0%	0.6%	0.5%	0.7%	1.3%	0.2%
Short Payoff	0	1	2	12	4	4	4	0.0%	0.1%	0.4%	1.3%	0.3%	0.6%	0.2%
Short Sale	393	124	12	74	80	39	9	25.1%	15.4%	2.3%	8.0%	5.8%	6.2%	0.6%
Deed-in-Lieu	30	13	27	59	32	72	14	1.9%	1.6%	5.3%	6.4%	2.3%	11.5%	0.9%
Charge-Off*	2	0	0	9	9	0	0	0.1%	0.0%	0.0%	1.0%	0.7%	0.0%	0.0%
Sold to Owner Occupant -FFHB	0	0	0	0	0	0	3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Total Alternative to Foreclosure	480	162	44	159	135	123	34	30.6%	20.1%	8.6%	17.3%	9.8%	19.6%	2.1%
Foreclosure	978	623	404	678	1,054	381	17	62.4%	77.4%	79.1%	73.7%	76.8%	60.7%	1.1%
Total Resolved Outcomes	1,458	785	448	837	1,189	504	51	93.0%	97.5%	87.7%	91.0%	86.6%	80.3%	3.2%
NOT YET RESOLVED														
Not Yet Resolved	109	20	63	83	184	124	1,552	7.0%	2.5%	12.3%	9.0%	13.4%	19.7%	96.8%
Total Loans Sold	1,567	805	511	920	1,373	628	1,603	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Notes: The table above includes settled loans only, and excludes 347 loans shown as Repurchased by the Purchasers in their post-sale reporting.

*Property was sold at a tax sale or loan was otherwise uncollectible.

EXHIBIT 4: GLOSSARY OF TERMS

Term	Definition
Charge-Off	The Purchaser has written off the mortgage as uncollectible or bad debt.
Deed-in-Lieu	The property is willingly conveyed to the new servicer in lieu of undergoing Foreclosure proceedings.
Foreclosure	The servicer undergoes legal proceedings to take control of the property which serves as security for the mortgage. This includes instances where the property is sold at the Foreclosure sale.
Alternative to Foreclosure	The Alternative to Foreclosure loans are comprised of loans in the following status outcome categories: Paid in Full; Short Payoff; Short Sale; Deed-in-Lieu; and Charge-Off.
Not Yet Resolved	Loans that the Purchaser continues to actively service.
Paid in Full	The full amount of the debt is paid to the Purchaser. This includes a pay off at Foreclosure sale when a third party bids more for the property than the amount of the outstanding debt, or when the estate elects to pay off the debt to preserve the property.
Purchaser	An entity who purchased mortgage loans through HUD's HVLS Program.
Repurchase	The Purchaser has put the loan back to FHA due to a breach of the representations and warranties included in the sale agreement.
Resolved Loans	All loans not reported as Not Yet Resolved.
Short Payoff	A portion of the remaining principal balance is paid off, the remainder of which is written off by the Purchaser.
Short Sale	The underlying property is sold to a third party, allowing Foreclosure proceedings to be avoided.

HVLS LIBRARY APPENDICES

The HVLS Library Appendices, dated September 2022, has been prepared as a separate series of data tables that accompany this Report. The HVLS Library Appendices contain sale and pool level data on each HVLS transaction where available. It includes data on status outcomes, Purchasers and geographic information on the loans sold in each transaction. The HVLS Library Appendices are attached as a separate document.