

# **Mortgage Lending Problems and Impacts in Nevada**

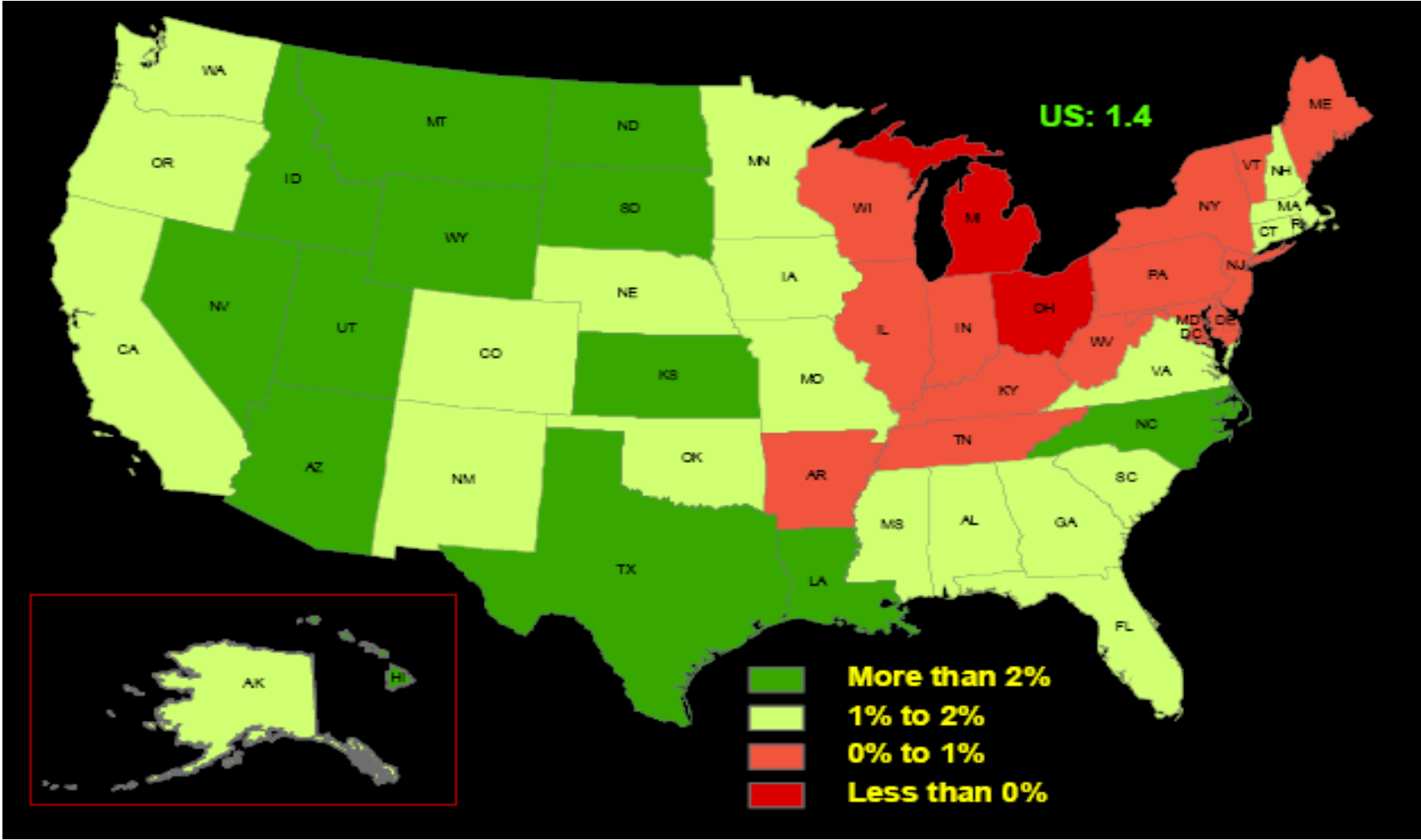
**Doug Duncan, Ph.D.**

**Senior Vice President and Chief Economist**

**Mortgage Bankers Association**

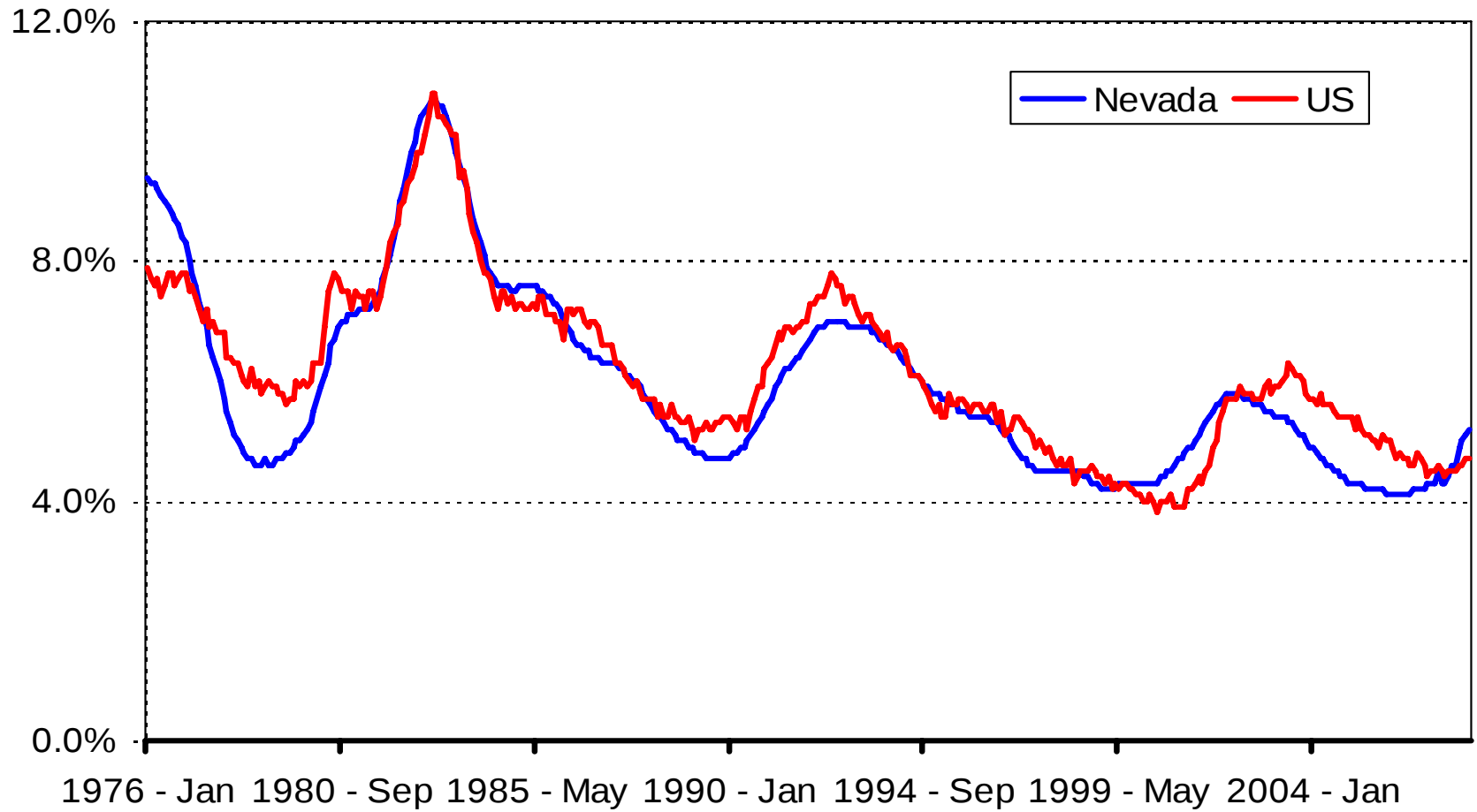
**EXHIBIT B- MORTGAGE LENDING**  
**Meeting Date: 12-03-07**  
**Document consists of 30 pages.**  
**Entire Exhibit Provided.**

# Employment Growth by State: 2006Q2 to 2007Q2



Source: Bureau of Labor Statistics

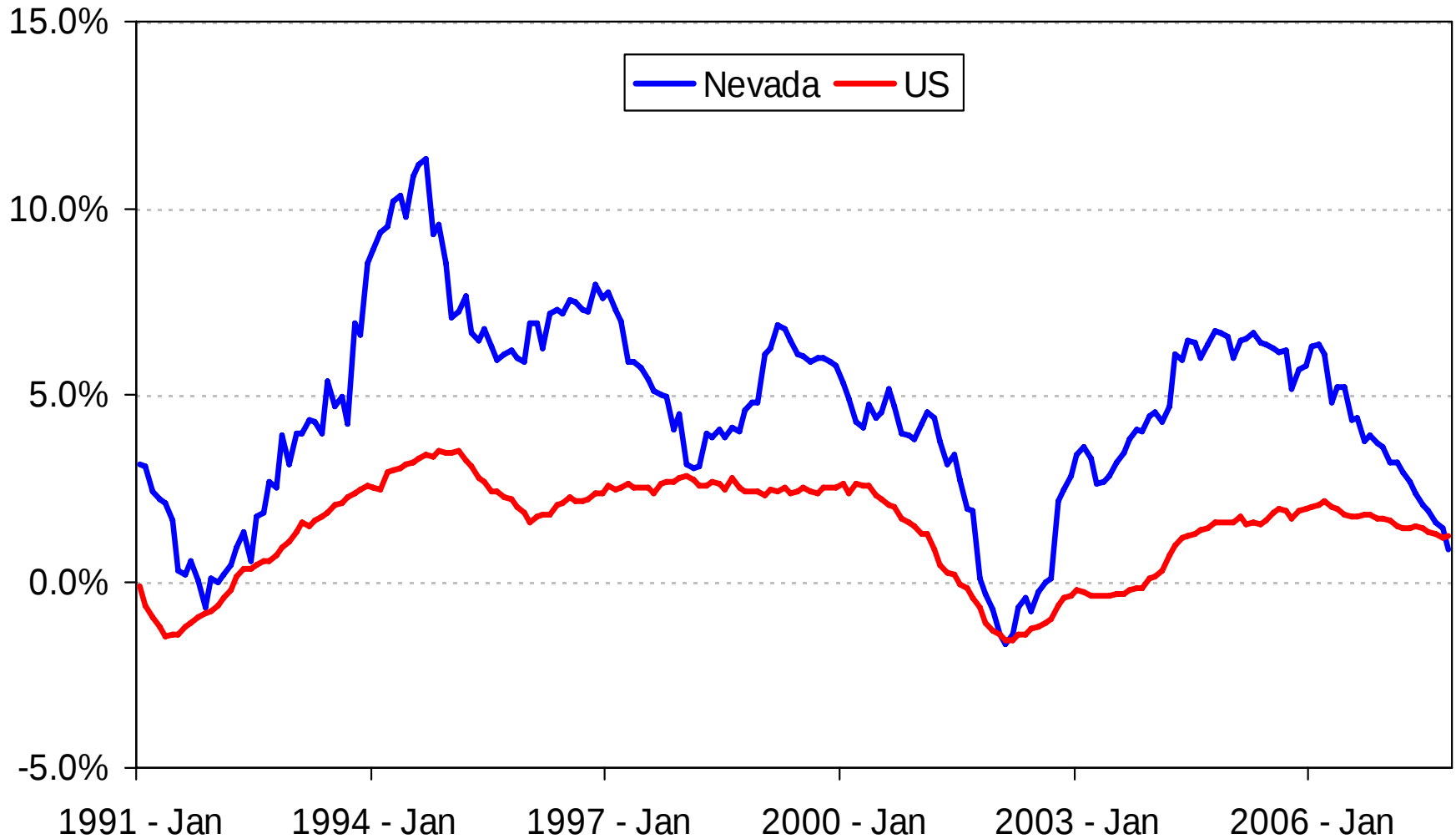
# Unemployment Rate, Nevada versus U.S.



Source: Bureau of Labor Statistics

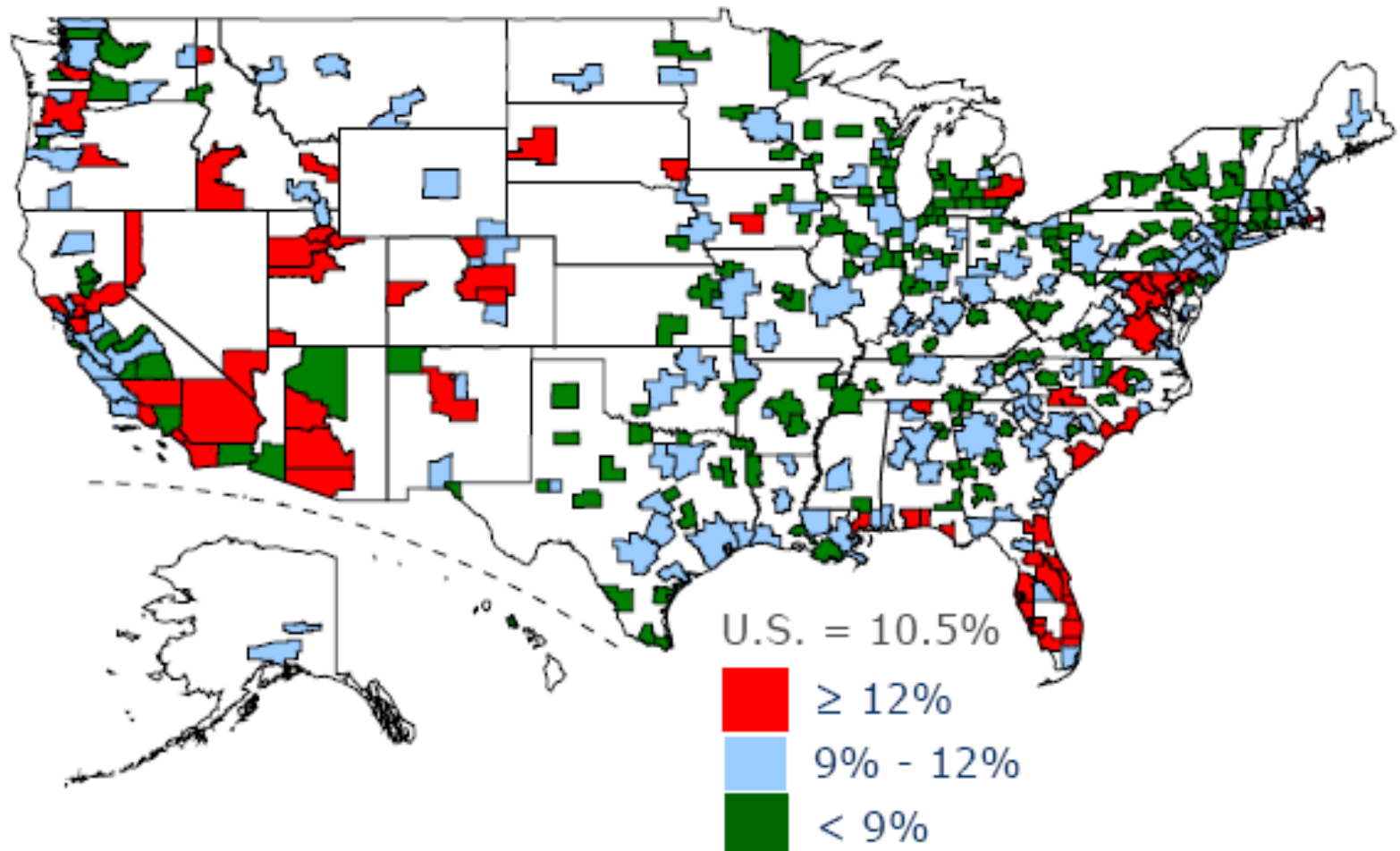
# Nonfarm Payroll Employment, Nevada versus US

Year-over-Year Percent Change



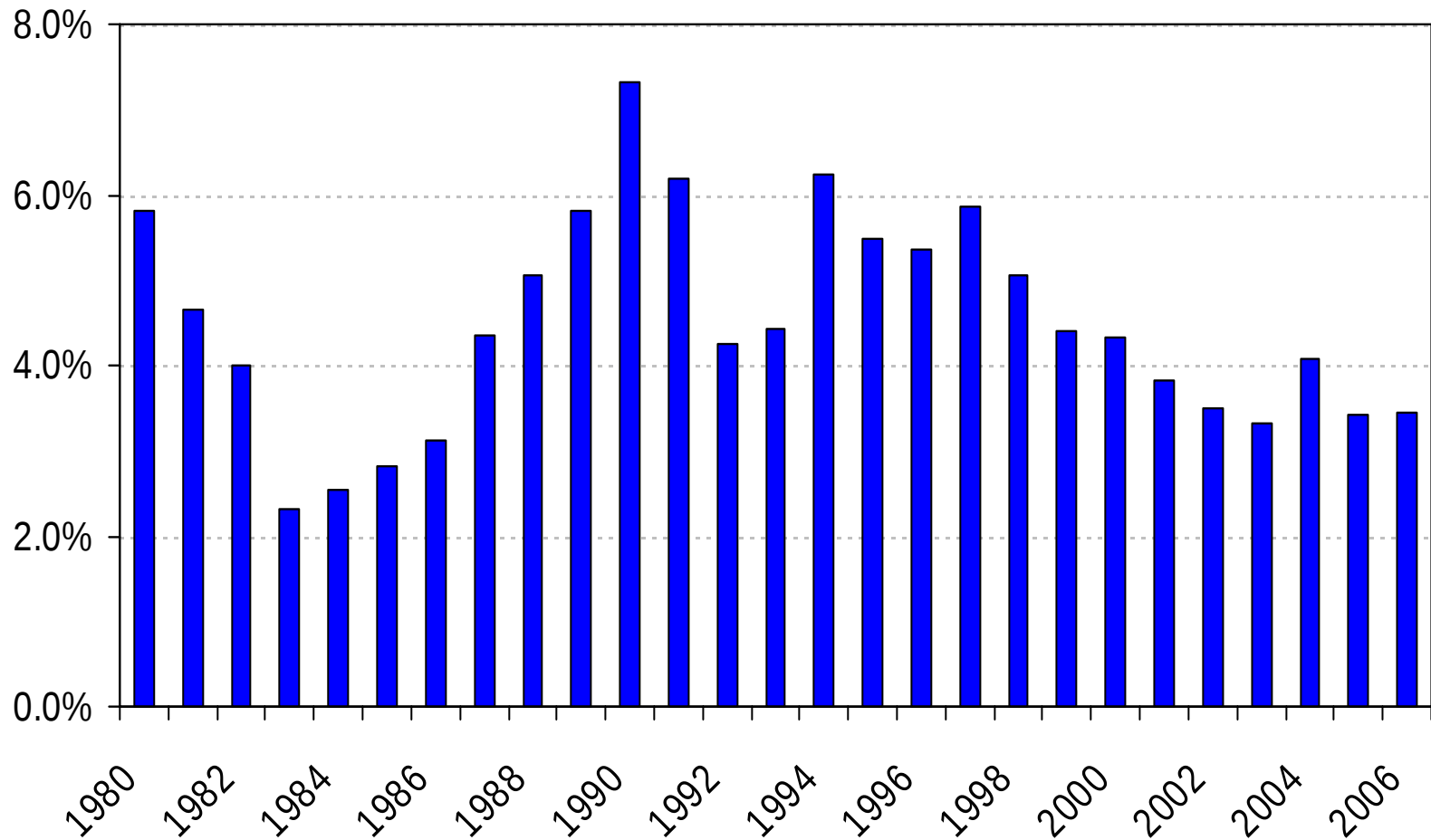
Source: Bureau of Labor Statistics

# Real Estate-related as a Share of Total Employment: 2007Q2



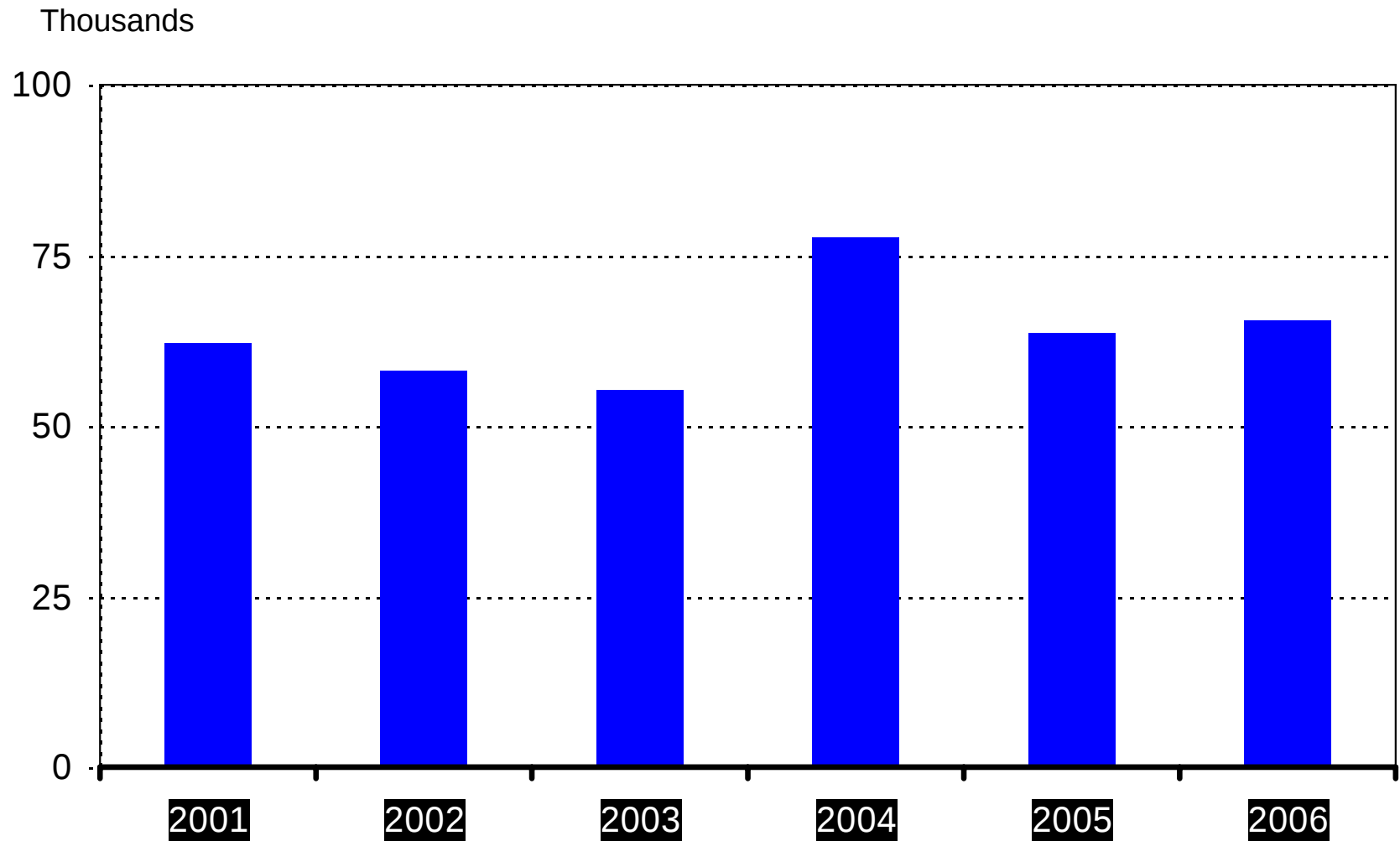
Source: Bureau of Labor Statistics, Moody's Economy.com

# Nevada Population Growth



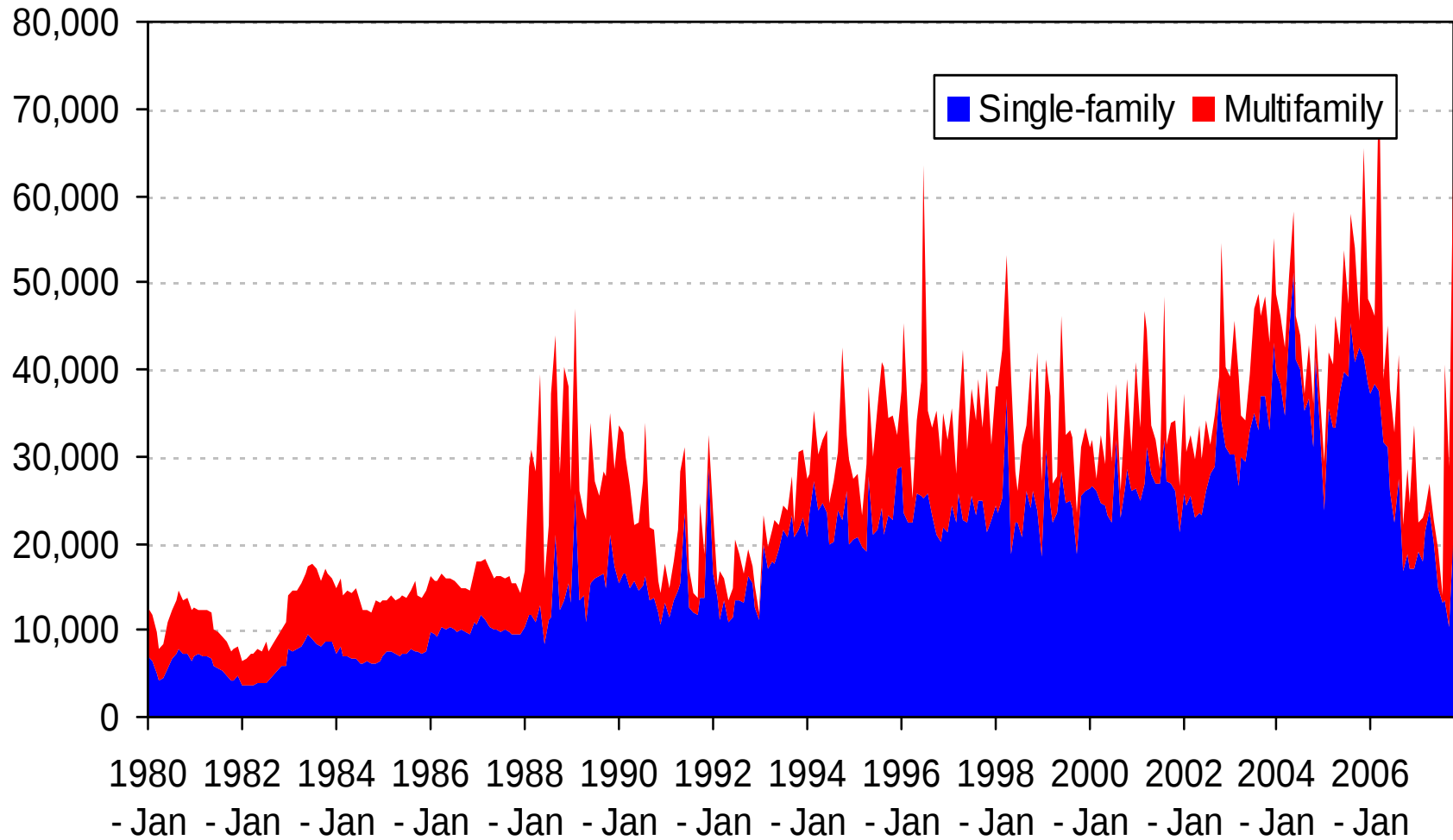
Source: Census Bureau

# Nevada Net Migration



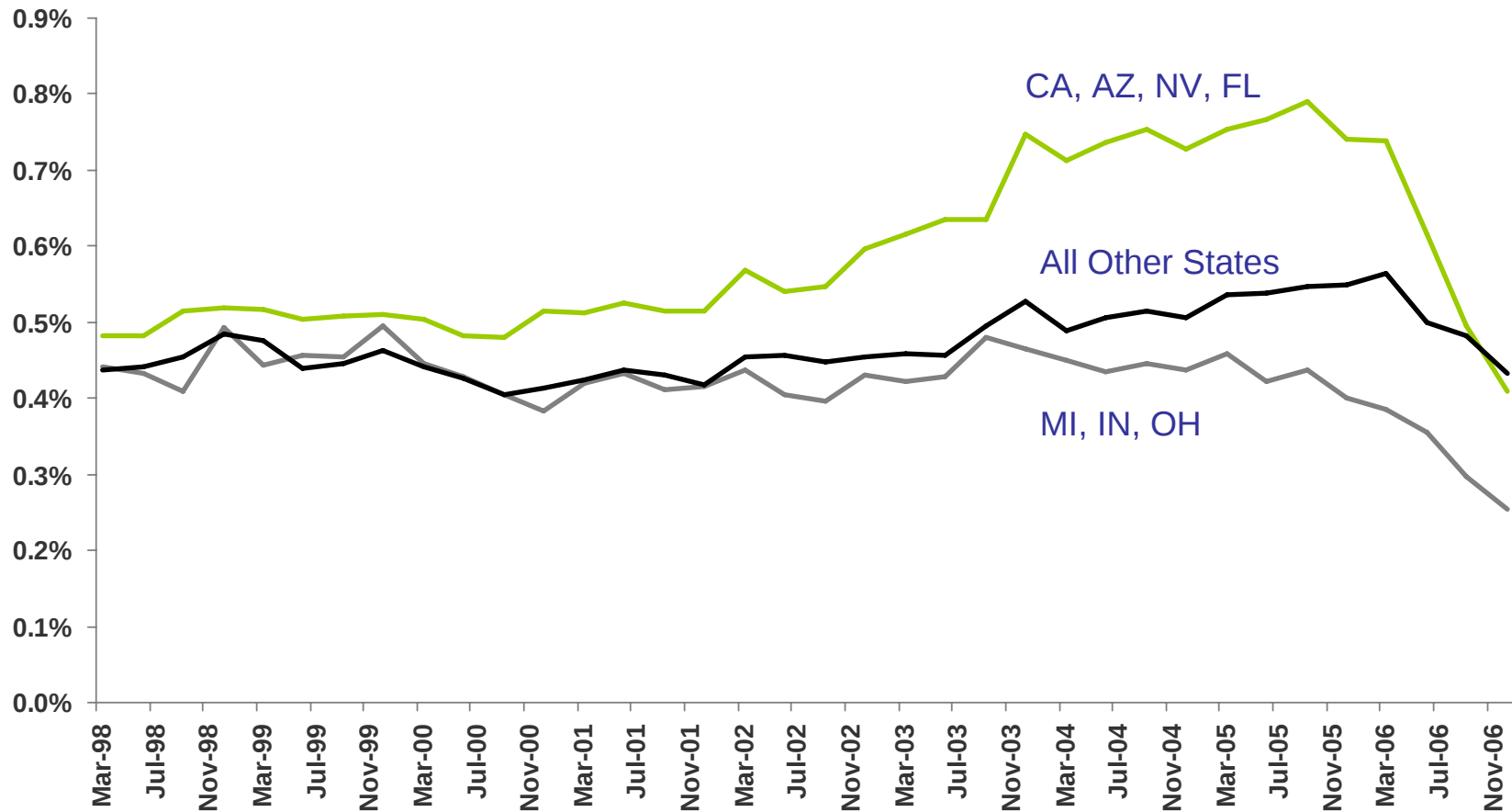
Source: Bureau of Labor Statistics

# Nevada Housing Permits



Source: Census Bureau

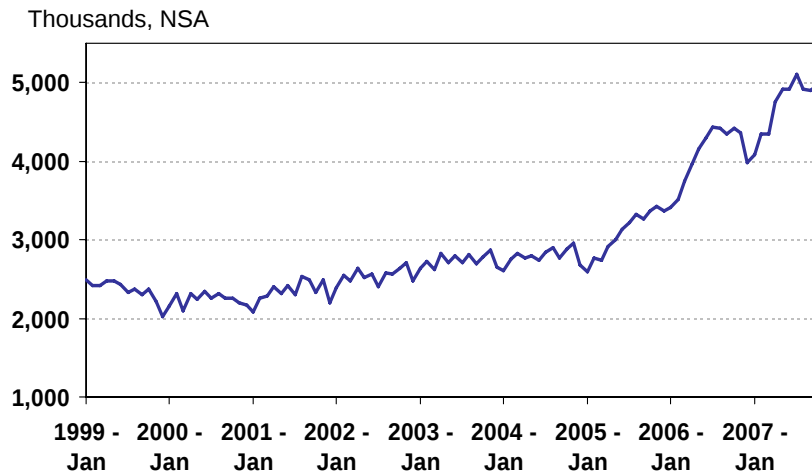
# Housing Starts Per Capita



Source: The Federal Reserve Bank of New York and Economy.com

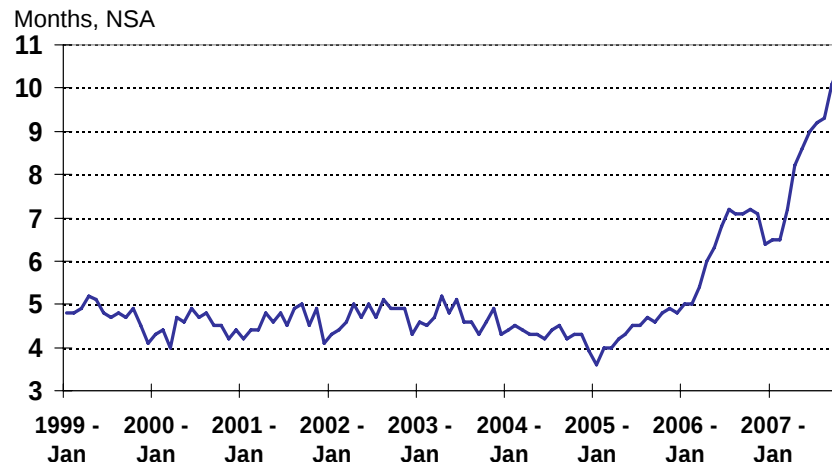
# How Many Homes Are Available For Sale?

Inventory of Total Properties

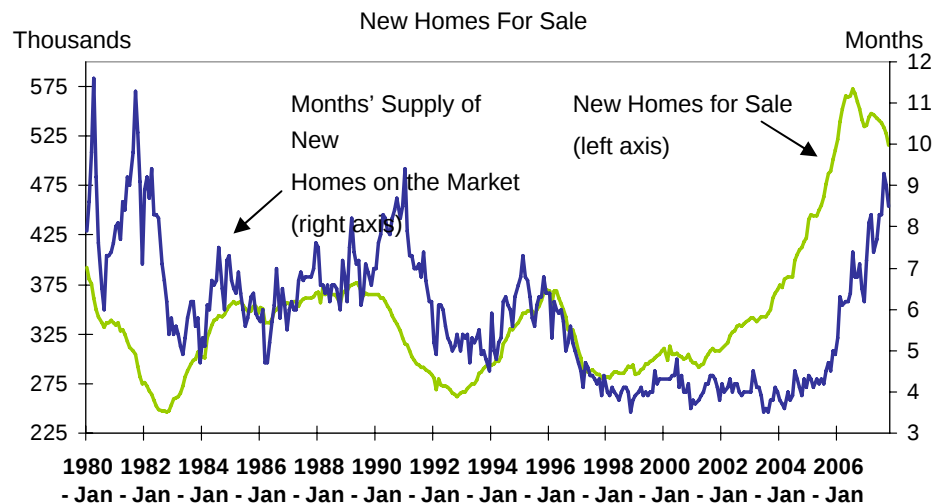


Source: Bureau of the Census and the National Association of Realtors

Months' Supply of Existing Single-Family Homes



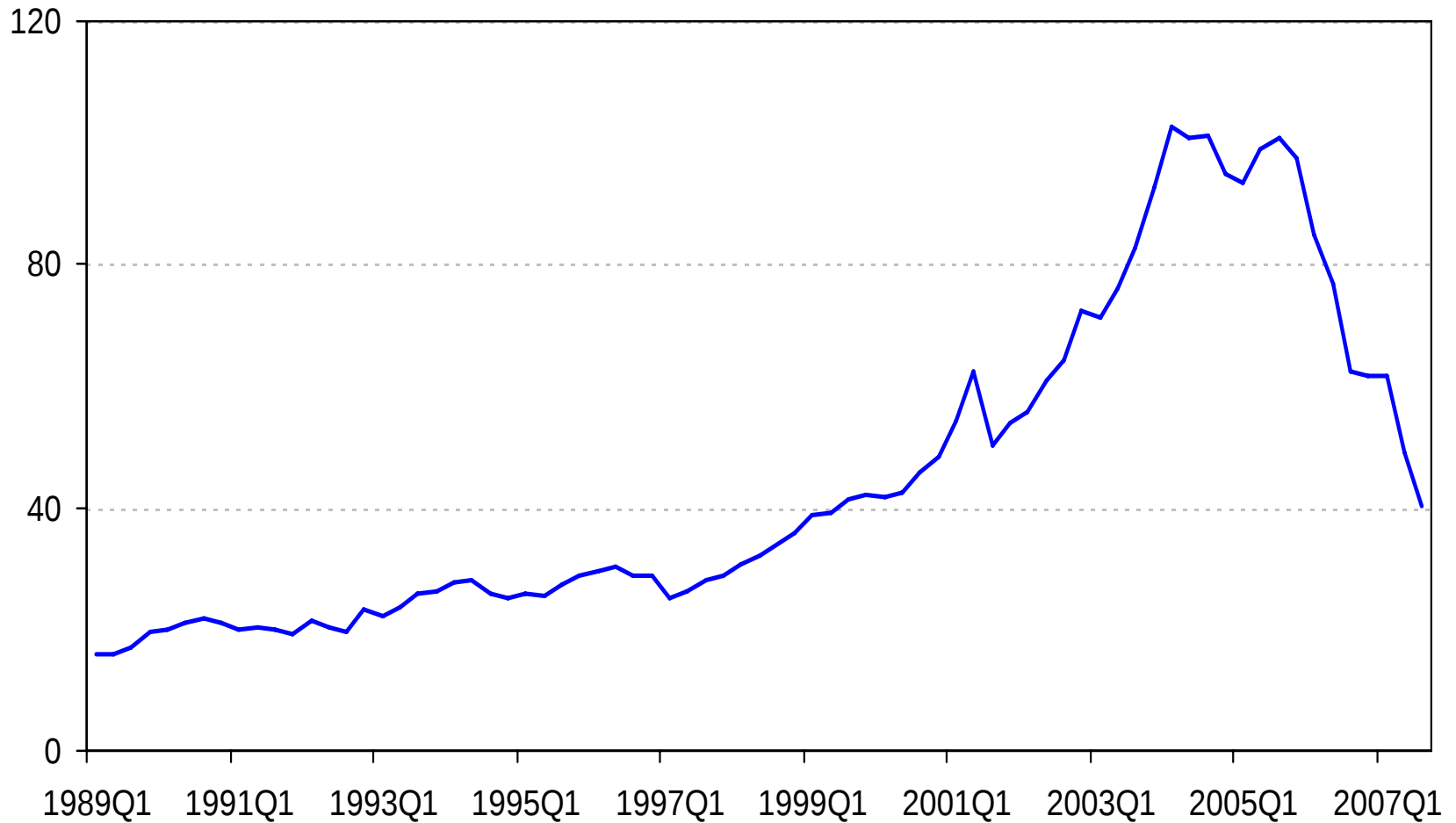
Source: National Association of Realtors



Source: Census Bureau

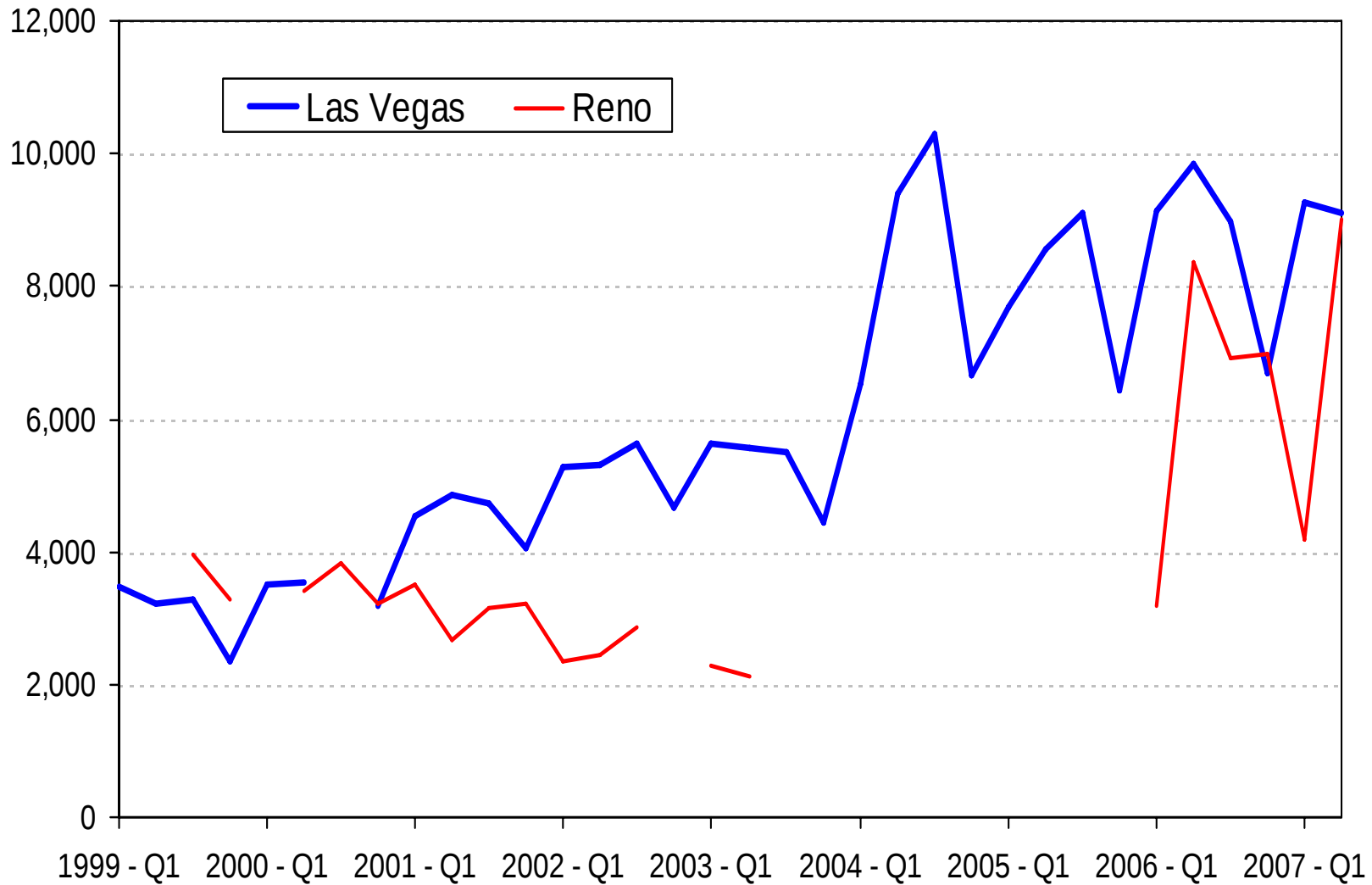
# Nevada Existing Home Sales, Condos and Co-ops

Thousands, SAAR



Source: The National Association of Realtors

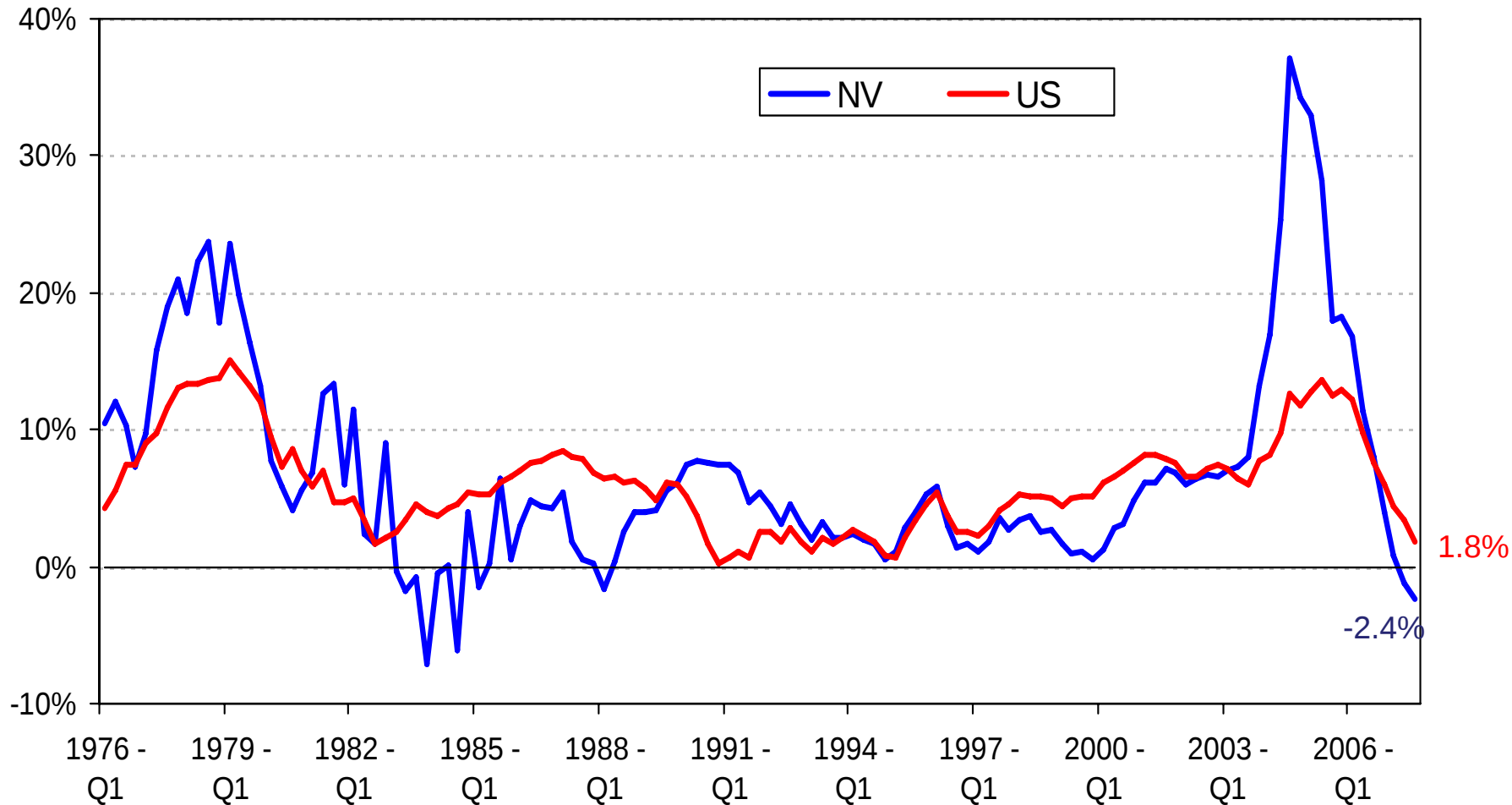
# Nevada Existing Homes' Inventory, selected MSAs



Source: The National Association of Realtors

# Home Price Appreciation, Nevada versus U.S.

Year-over-year percent change

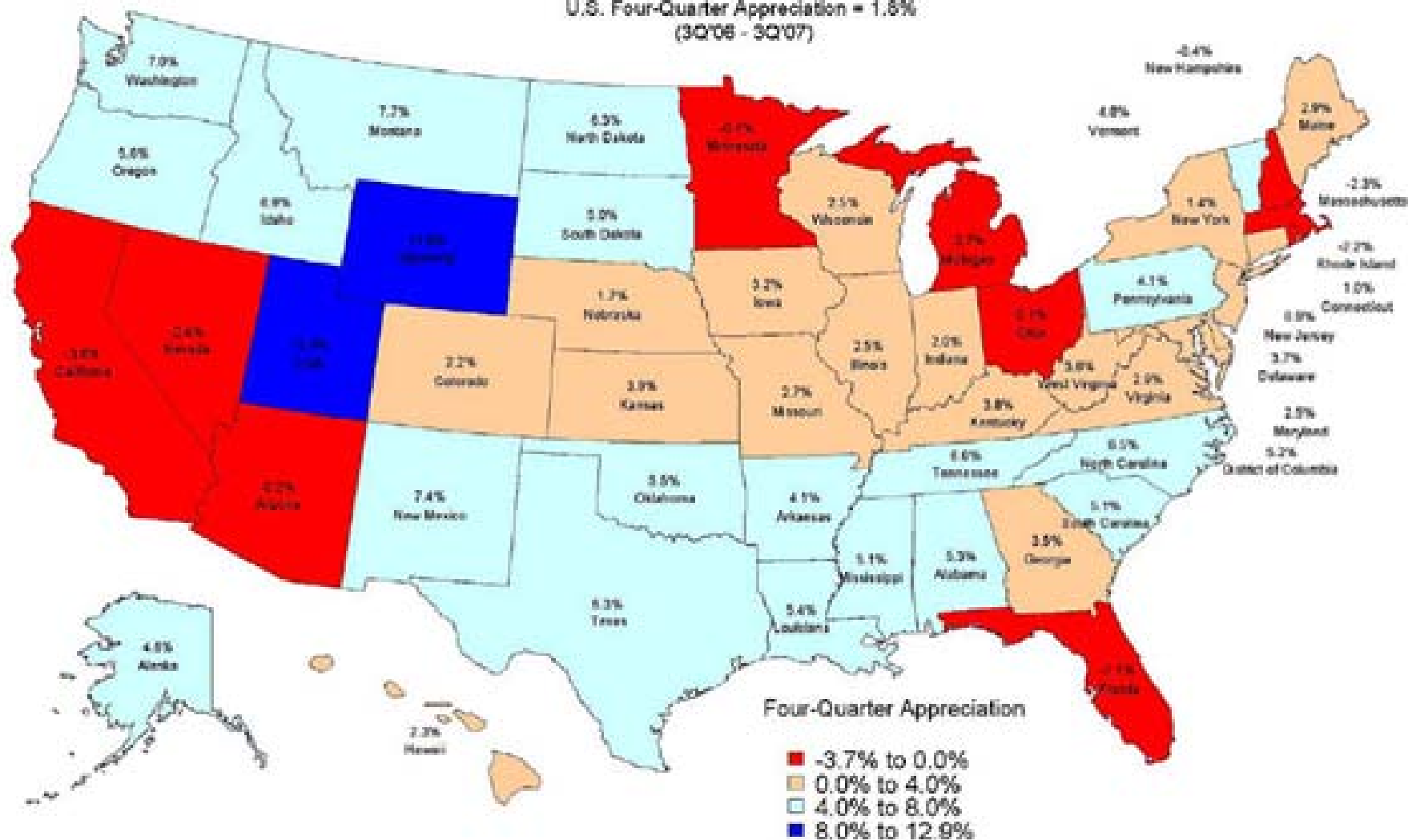


Source: Office of Federal Housing Enterprise Oversight

# Home Price Appreciation of Existing Homes, by State

2006Q3 to 2007Q3

U.S. Four-Quarter Appreciation = 1.8%  
(3Q'06 - 3Q'07)



Source: Office of Federal Housing Enterprise Oversight

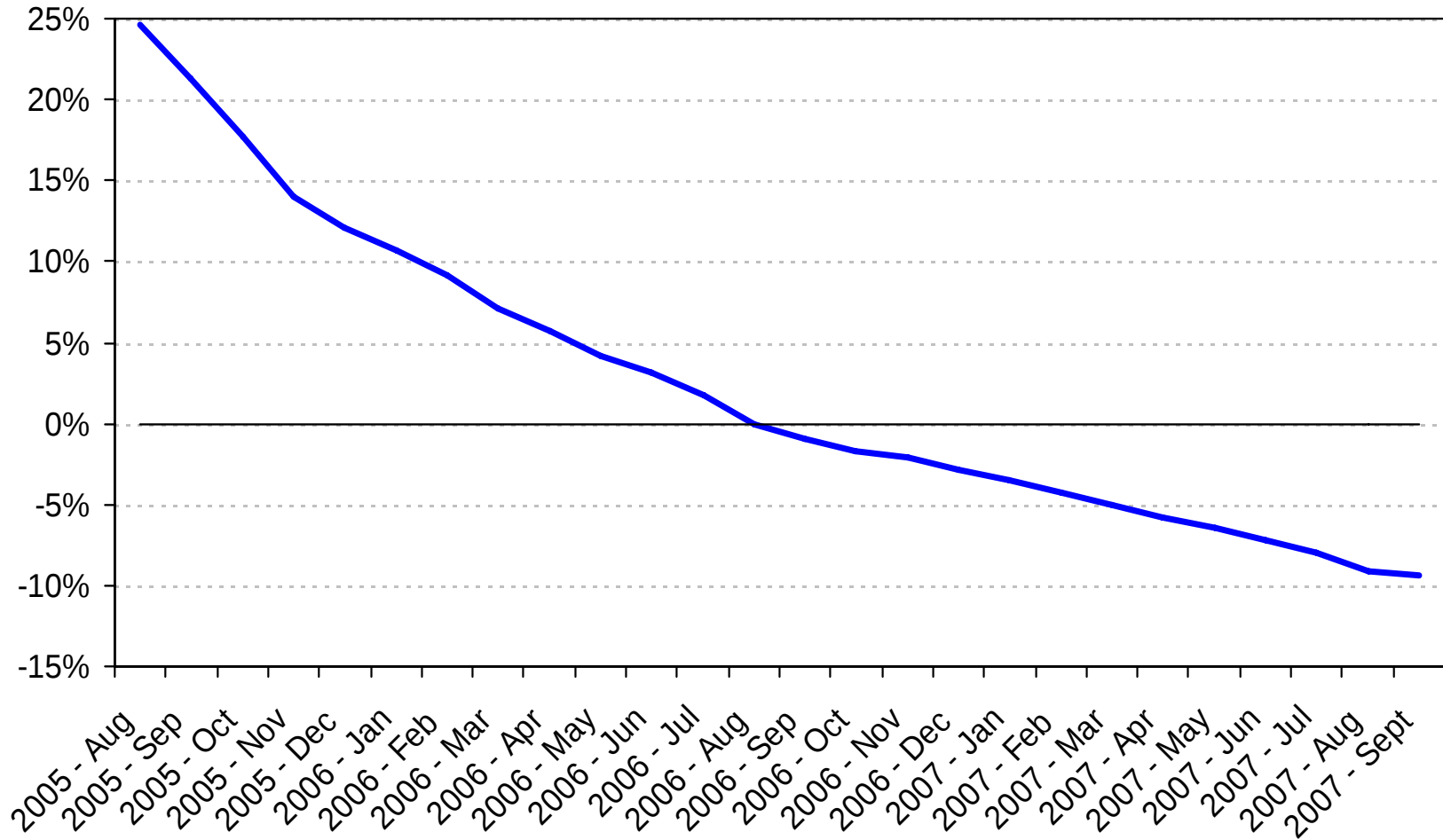


**MORTGAGE  
BANKERS  
ASSOCIATION\***  
investing in communities



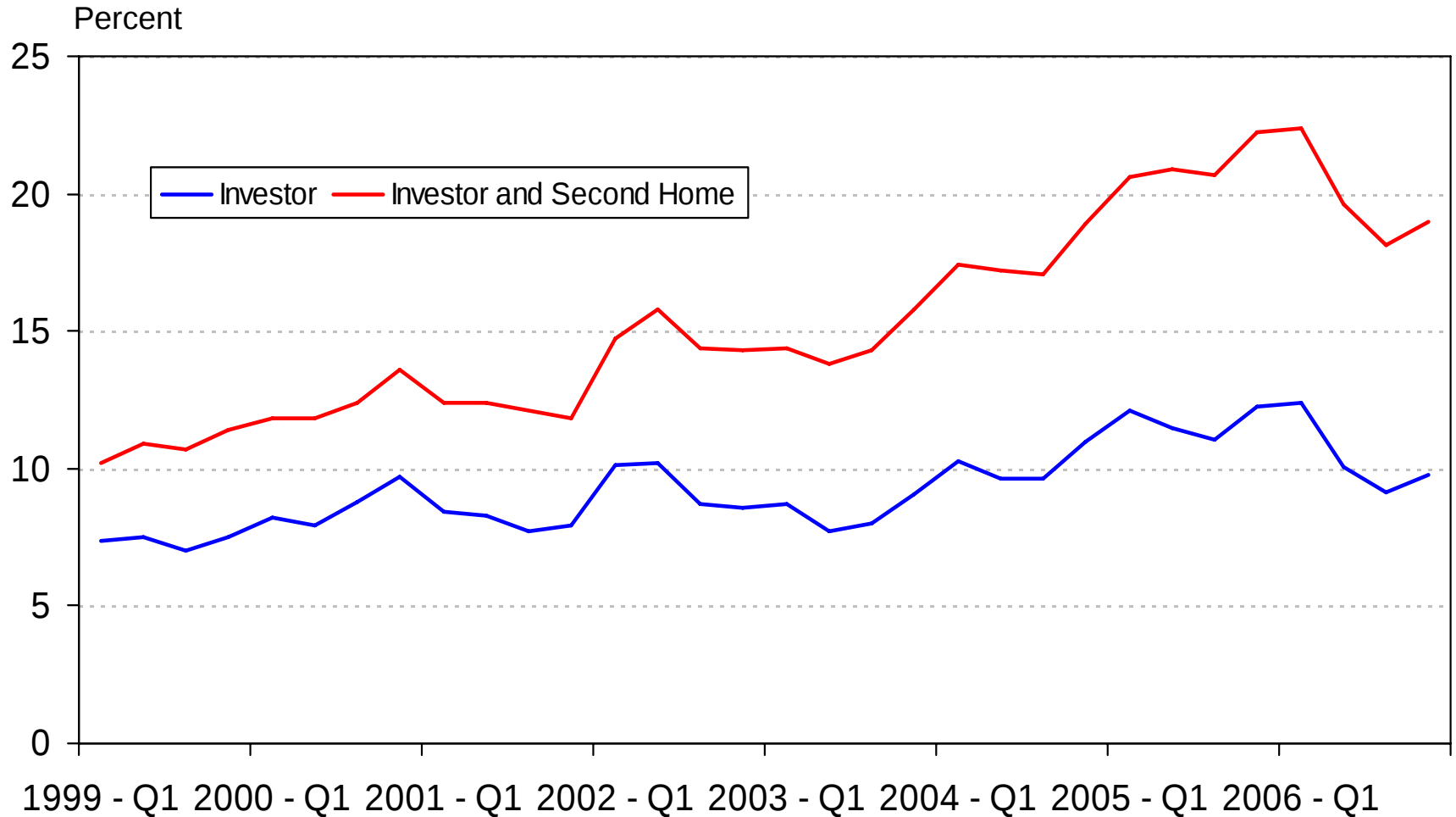
# Nevada Home Price Appreciation of Single-family Detached Homes

Year-over-year percent change



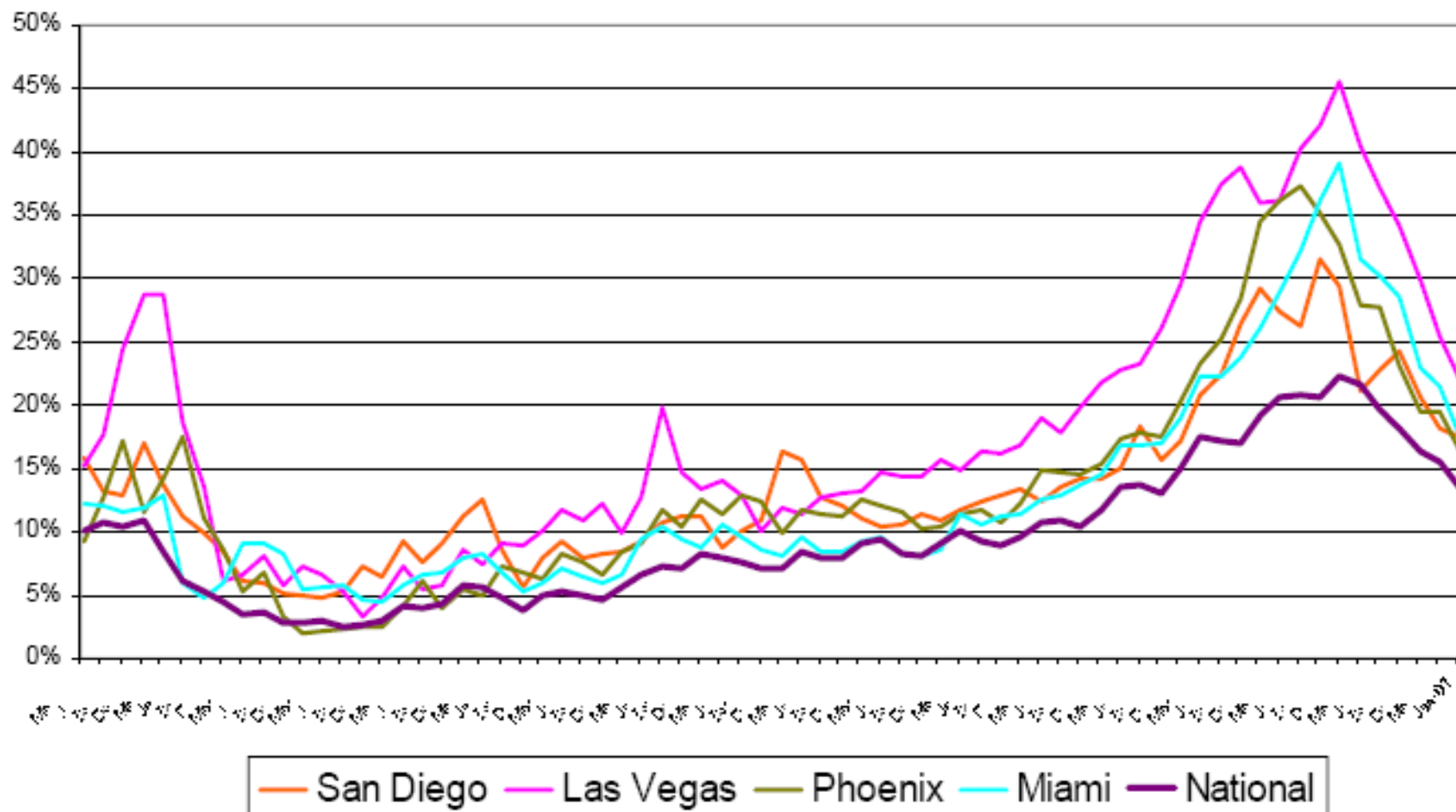
Source: First American LoanPerformance HPI

# Investor and Second Home Shares for Prime Conventional Conforming Purchase Loans Peaked in 2006



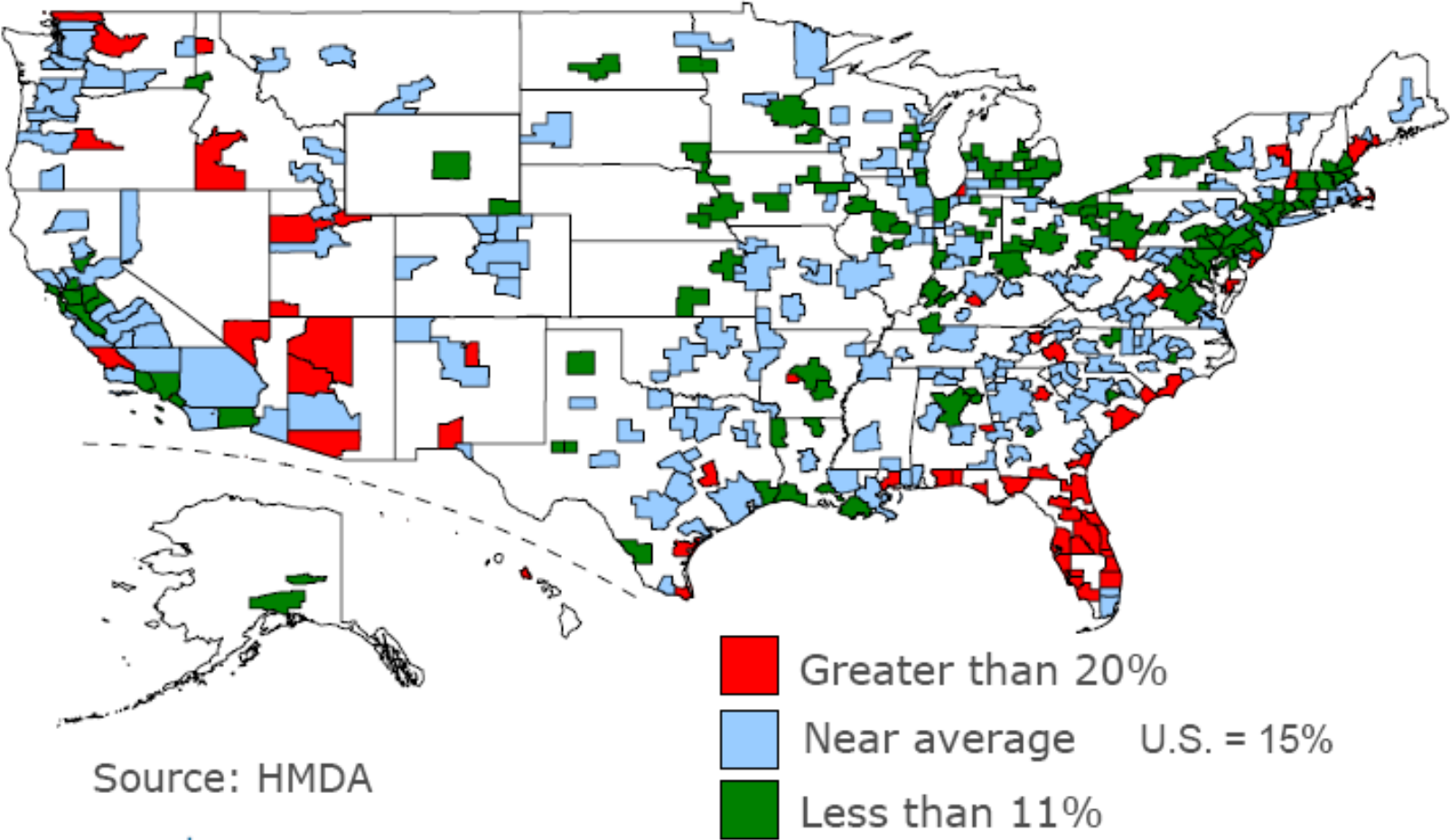
Source: LoanPerformance

# Non-Owner Occupied Share, Selected MSAs



Source: LoanPerformance (data through June 2007)

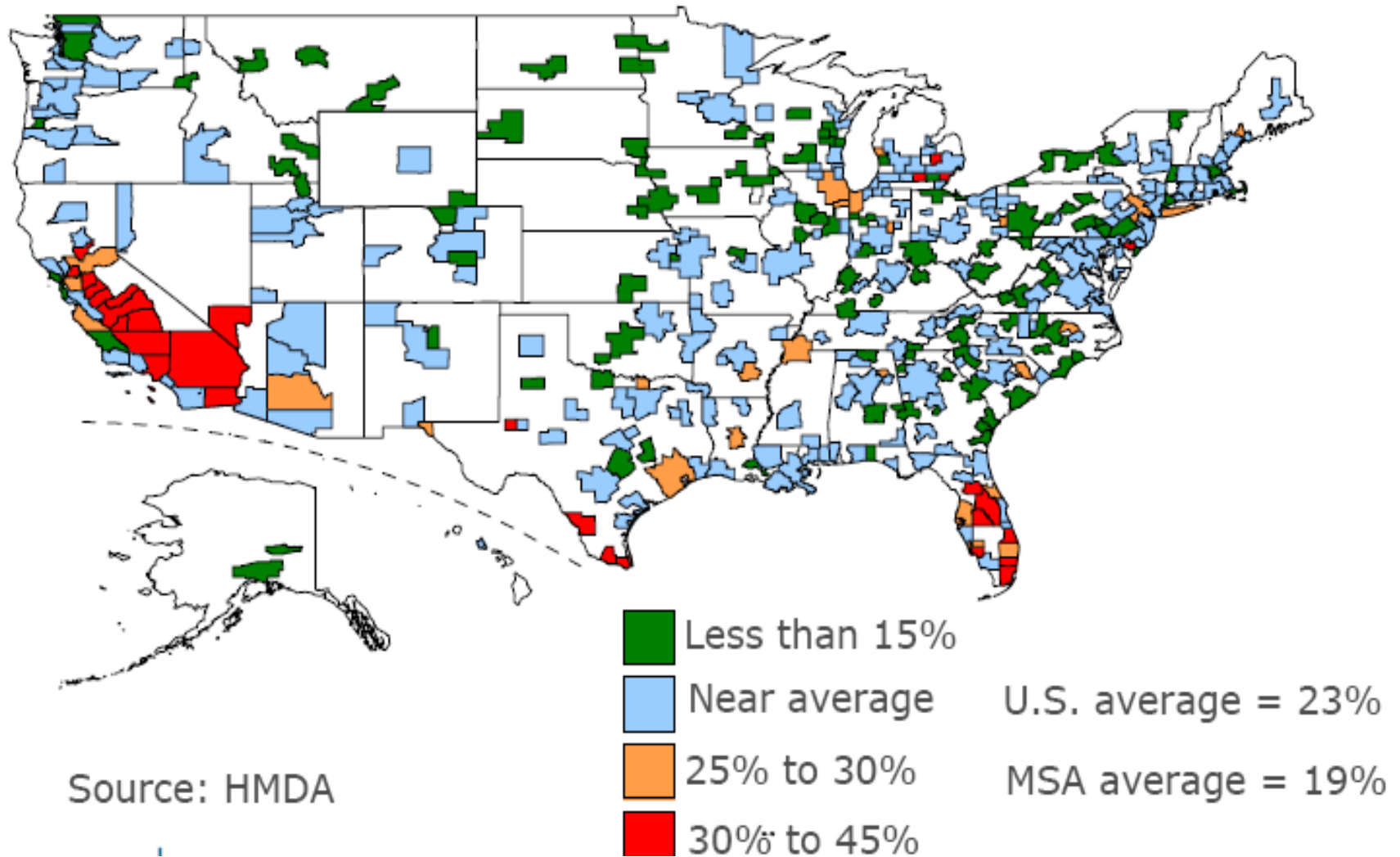
# Non-owner-occupied Share of Mortgage Originations by State



Source: HMDA

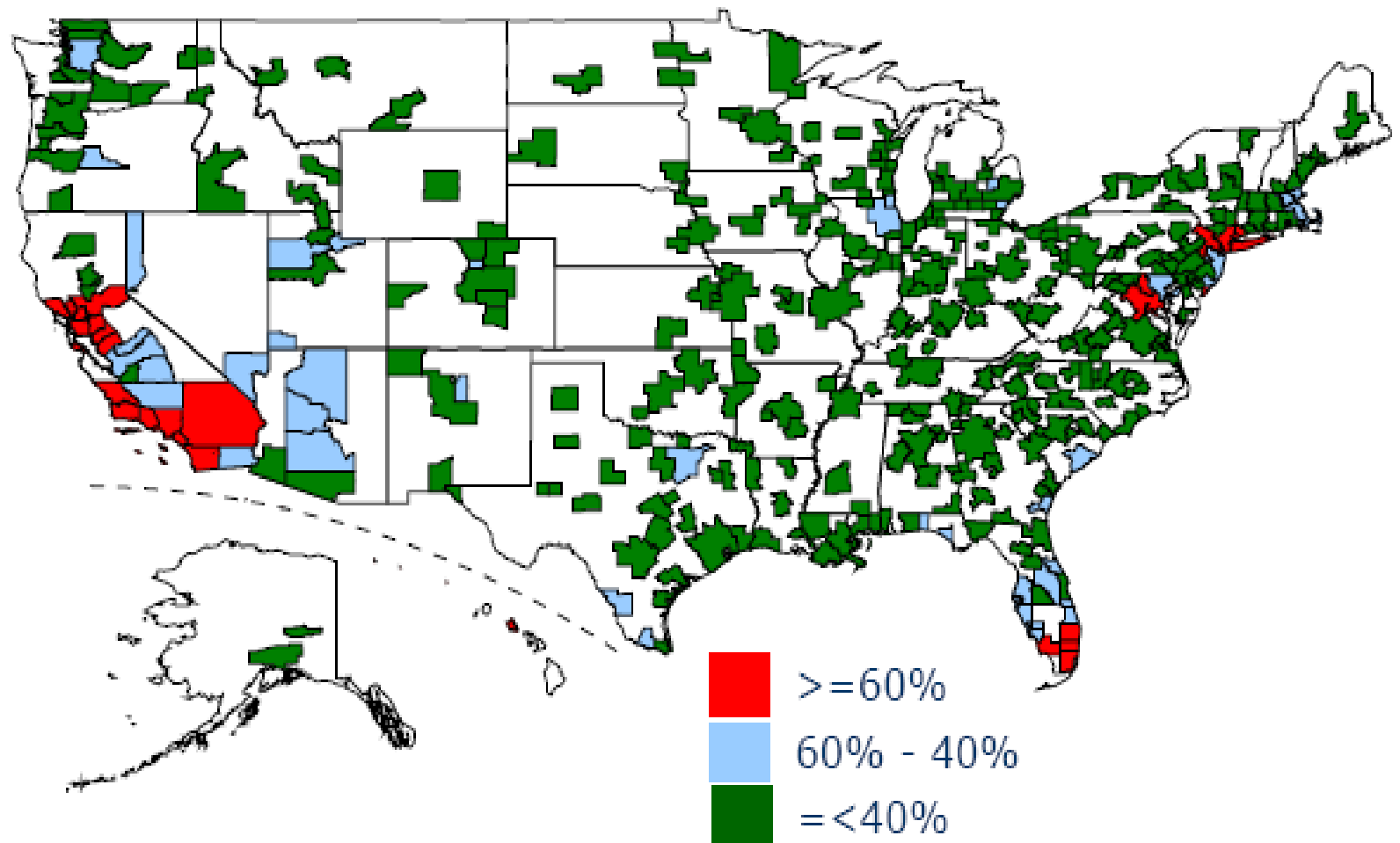
Source: 2006 Home Mortgage Disclosure Act

# Subprime Share of Mortgage Originations by State: Percent of Total Value



Source: 2006 Home Mortgage Disclosure Act and Economy.com

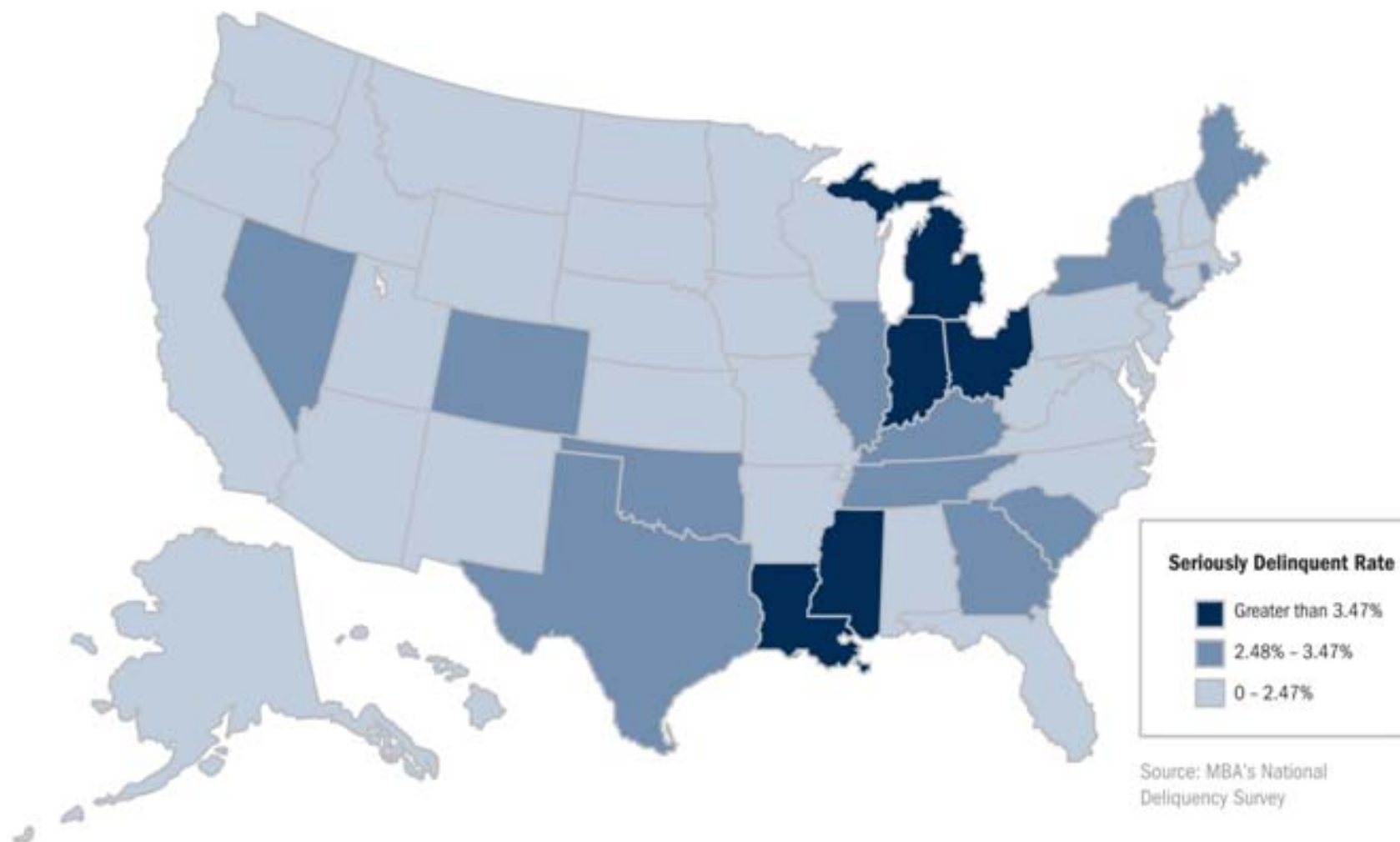
# Non-conforming Share of Mortgage Originations by State: 50% for the Nation



Source: 2006 Home Mortgage Disclosure Act

# Seriously Delinquent Rate by State:

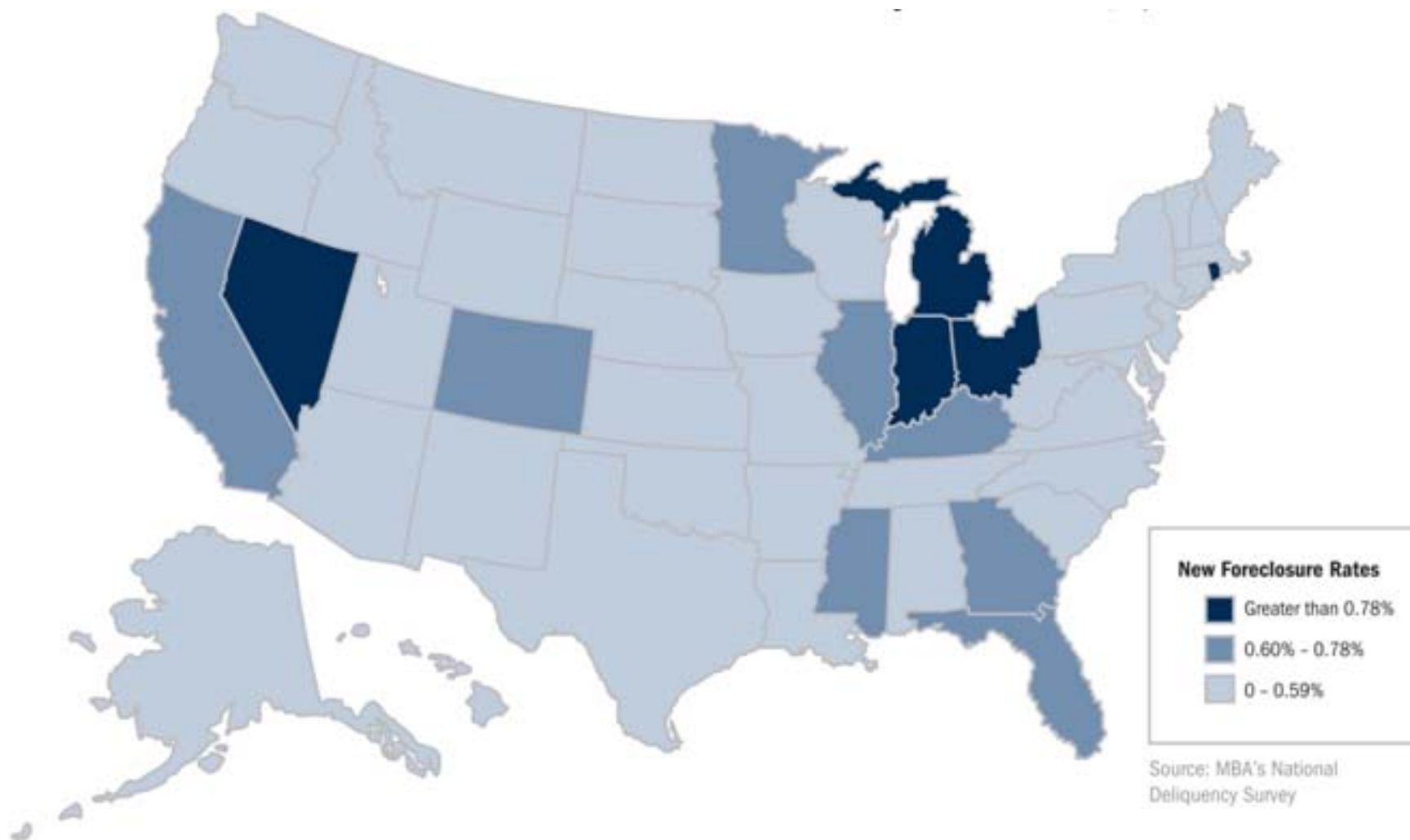
2007Q2



Source: MBA National Delinquency Survey

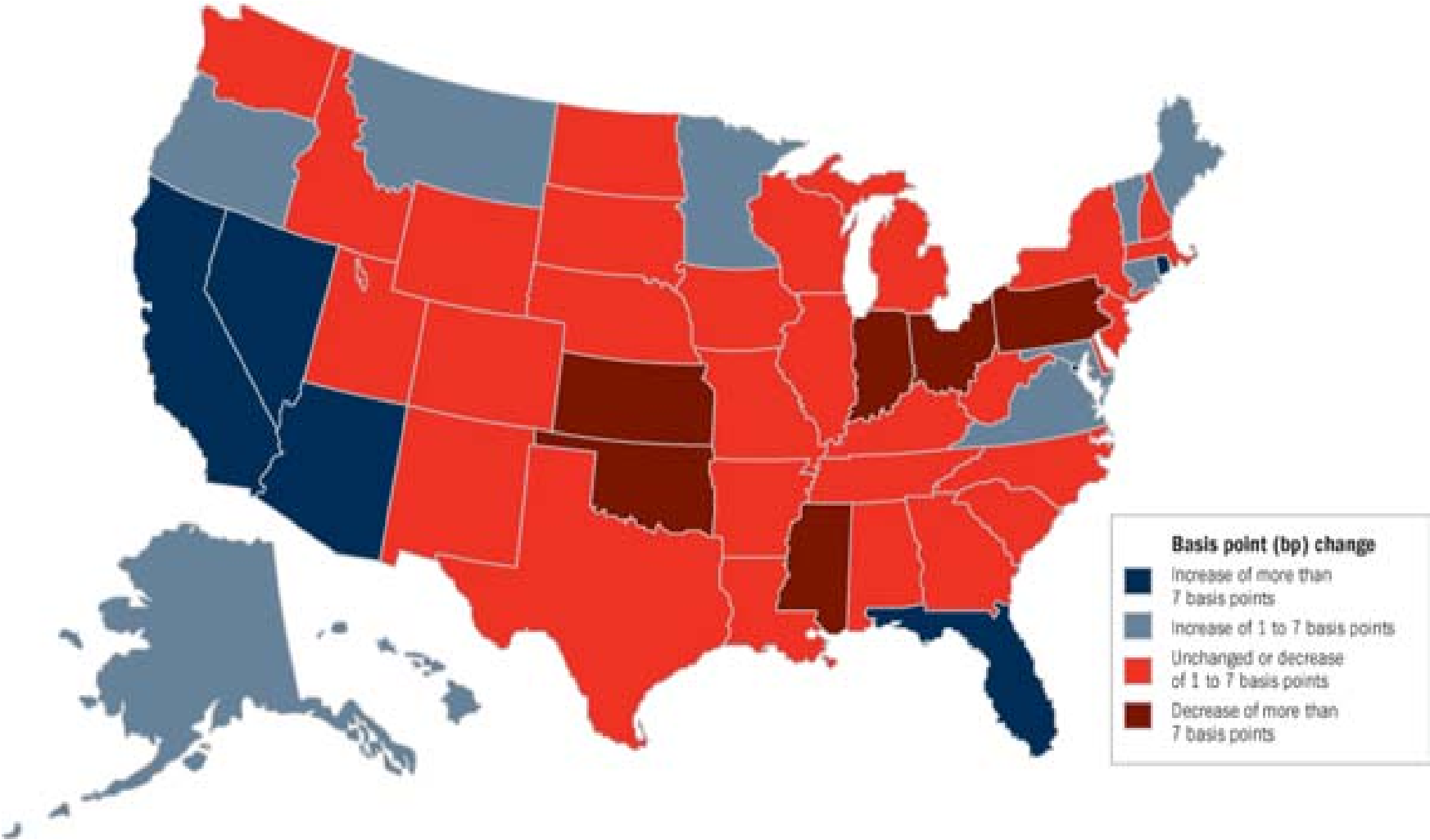
# New Foreclosure Rate by State:

2007Q2



Source: MBA National Delinquency Survey

# Change in New Foreclosure Rate by State: 2007Q1 to 2007Q2



Source: MBA National Delinquency Survey

# Top 5 and Bottom 5 States Ranked by Seriously Delinquent Rate

## Based on data as of Q2 2007

| Prime Fixed   |      | Prime ARM               |      | Subprime Fixed |       | Subprime ARM  |       | FHA              |       |
|---------------|------|-------------------------|------|----------------|-------|---------------|-------|------------------|-------|
| 1 Ohio        | 1.86 | 1 Mississippi           | 4.89 | 1 Ohio         | 11.64 | 1 Ohio        | 22.85 | 1 Michigan       | 10.83 |
| 2 Indiana     | 1.57 | 2 Michigan              | 4.65 | 2 Mississippi  | 9.92  | 2 Michigan    | 21.08 | 2 Ohio           | 8.36  |
| 3 Mississippi | 1.48 | 3 Indiana               | 4.45 | 3 Indiana      | 9.55  | 3 Indiana     | 19.28 | 3 Indiana        | 7.49  |
| 4 Louisiana   | 1.39 | 4 Ohio                  | 4.33 | 4 Michigan     | 9.47  | 4 Iowa        | 17.96 | 4 Louisiana      | 7.15  |
| 5 Michigan    | 1.34 | 5 Oklahoma              | 3.98 | 5 Louisiana    | 9.29  | 5 Mississippi | 17.86 | 5 South Carolina | 7.05  |
| US            | 0.67 | US                      | 2.02 | US             | 5.84  | US            | 12.40 | US               | 5.18  |
| 47 Virginia   | 0.25 | 47 Wyoming              | 0.95 | 47 Hawaii      | 2.52  | 47 Idaho      | 6.56  | 47 Montana       | 1.85  |
| 48 Washington | 0.23 | 48 District of Columbia | 0.93 | 48 Utah        | 2.39  | 48 Arizona    | 6.10  | 48 North Dakota  | 1.83  |
| 49 California | 0.22 | 49 Idaho                | 0.78 | 49 Wyoming     | 2.37  | 49 Washington | 5.55  | 49 Wyoming       | 1.62  |
| 49 Oregon     | 0.22 | 49 Oregon               | 0.78 | 50 Oregon      | 2.24  | 50 Oregon     | 5.41  | 50 Alaska        | 1.52  |
| 51 Wyoming    | 0.17 | 51 Washington           | 0.69 | 51 Alaska      | 1.53  | 51 Utah       | 4.29  | 51 Idaho         | 1.34  |

Source: MBA National Delinquency Survey

# Percent of Defaults Due to Non-Owner Occupied Loans

| Prime Loans      |                                                                               |                                                                                                         |
|------------------|-------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|
|                  | Percent of prime defaults due to non-owner occupied loans as of June 30, 2007 | Share of prime home purchase loan originations for non-owner occupied properties in 2005, based on HMDA |
| Nevada           | 32%                                                                           | 29%                                                                                                     |
| Arizona          | 26%                                                                           | 29%                                                                                                     |
| Florida          | 25%                                                                           | 32%                                                                                                     |
| California       | 21%                                                                           | 14%                                                                                                     |
| All other states | 13%                                                                           | 15%                                                                                                     |
| Total US         | 16%                                                                           | 17%                                                                                                     |

| Subprime Loans   |                                                                                  |                                                                                                            |
|------------------|----------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
|                  | Percent of subprime defaults due to non-owner occupied loans as of June 30, 2007 | Share of subprime home purchase loan originations for non-owner occupied properties in 2005, based on HMDA |
| Nevada           | 24%                                                                              | 14%                                                                                                        |
| Arizona          | 18%                                                                              | 14%                                                                                                        |
| Florida          | 14%                                                                              | 15%                                                                                                        |
| California       | 15%                                                                              | 7%                                                                                                         |
| All other states | 11%                                                                              | 10%                                                                                                        |
| Total US         | 12%                                                                              | 10%                                                                                                        |

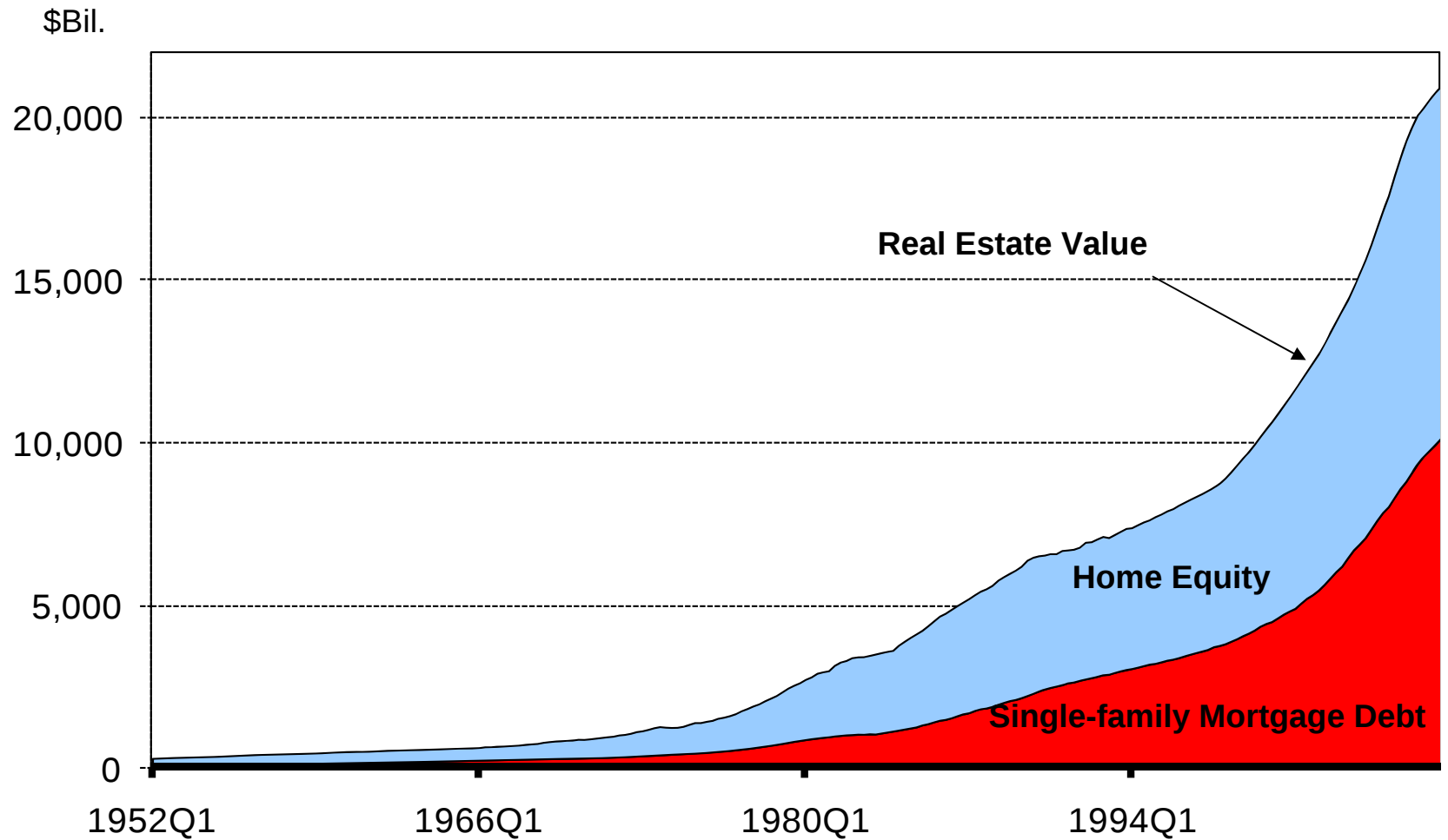
Source: MBA, Home Mortgage Disclosure Act 2005 Report

# Big Picture: One-Third of Homeowners Have No Mortgages

|  |                                               |               |       |                                       |               |
|--|-----------------------------------------------|---------------|-------|---------------------------------------|---------------|
|  |                                               |               |       |                                       |               |
|  |                                               |               |       |                                       |               |
|  | <b>Percent of Homeowners with No Mortgage</b> | <b>35.0%</b>  |       |                                       |               |
|  | <b>Percent of Homeowners with A Mortgage</b>  | <b>65.0%</b>  |       | <b>For Homeowners With A Mortgage</b> |               |
|  | Prime Fixed                                   |               | 39.9% | Prime Fixed                           | 61.5%         |
|  | Prime ARM                                     |               | 9.9%  | Prime ARM                             | 15.2%         |
|  | Subprime Fixed                                |               | 4.3%  | Subprime Fixed                        | 6.6%          |
|  | Subprime ARM                                  |               | 4.8%  | Subprime ARM                          | 7.4%          |
|  | FHA Fixed                                     |               | 4.0%  | FHA Fixed                             | 6.4%          |
|  | FHA ARM                                       |               | 0.3%  | FHA ARM                               | 0.5%          |
|  | VA                                            |               | 1.8%  | VA                                    | 2.5%          |
|  | <b>Total</b>                                  | <b>100.0%</b> |       | <b>Total</b>                          | <b>100.0%</b> |
|  |                                               |               |       |                                       |               |
|  |                                               |               |       |                                       |               |

Source: MBA National Delinquency Survey, 2007Q2 and 2005 American Housing Survey

# Big Picture: Homeowners Have Considerable Equity



Source: Federal Reserve Board

# November Forecast

|                               | 2007.1 | 2007.2 | 2007.3 | 2007.4 | 2008.1 | 2008.2 | 2008.3 | 2008.4 | 2009.1 | 2009.2 | 2009.3 | 2009.4 | 2006  | 2007  | 2008  | 2009  |
|-------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|
| <b>Housing Measures (000)</b> |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Total Housing Starts          | 1,460  | 1,464  | 1,296  | 1,173  | 1,144  | 1,120  | 1,095  | 1,131  | 1,143  | 1,200  | 1,260  | 1,320  | 1,801 | 1,348 | 1,123 | 1,231 |
| % change                      | -6.1   | 0.3    | -11.5  | -9.5   | -2.5   | -2.1   | -2.2   | 3.3    | 1.0    | 5.0    | 5.0    | 4.8    | -12.9 | -25.1 | -16.8 | 9.6   |
| Single-family                 | 1,172  | 1,166  | 1,000  | 875    | 850    | 825    | 800    | 835    | 850    | 900    | 950    | 1,000  | 1,465 | 1,053 | 828   | 925   |
| % change                      | -4.8   | -0.5   | -14.2  | -12.5  | -2.9   | -2.9   | -3.0   | 4.4    | 1.8    | 5.9    | 5.6    | 5.3    | -14.6 | -28.1 | -21.4 | 11.8  |
| Multi-family                  | 288    | 299    | 296    | 298    | 294    | 295    | 295    | 296    | 293    | 300    | 310    | 320    | 336   | 295   | 295   | 306   |
| % change                      | -10.7  | 3.6    | -0.9   | 0.6    | -1.3   | 0.3    | 0.0    | 0.5    | -1.3   | 2.5    | 3.3    | 3.2    | -4.7  | -12.0 | 0.0   | 3.6   |
| Total Existing Home Sales     | 6,423  | 5,917  | 5,423  | 5,058  | 5,011  | 4,989  | 4,977  | 5,115  | 5,171  | 5,292  | 5,319  | 5,363  | 6,478 | 5,705 | 5,023 | 5,286 |
| % change                      | 2.6    | -7.9   | -8.3   | -6.7   | -0.9   | -0.4   | -0.3   | 2.8    | 1.1    | 2.3    | 0.5    | 0.8    | -8.4  | -11.9 | -12.0 | 5.2   |
| New Home Sales                | 853    | 855    | 768    | 741    | 729    | 715    | 700    | 719    | 731    | 759    | 788    | 817    | 1,051 | 804   | 716   | 774   |
| % change                      | -13.5  | 0.2    | -10.2  | -3.5   | -1.6   | -2.0   | -2.0   | 2.6    | 1.6    | 3.9    | 3.8    | 3.7    | -18.1 | -23.5 | -11.0 | 8.1   |
| Total Existing Home Prices    | 214.0  | 223.9  | 221.6  | 202.4  | 212.3  | 212.6  | 221.4  | 197.1  | 216.5  | 213.6  | 224.2  | 203.5  | 221.9 | 215.5 | 210.8 | 214.4 |
| % change                      | -2.4   | 4.6    | -1.0   | -8.6   | 4.9    | 0.1    | 4.1    | -11.0  | 9.9    | -1.4   | 4.9    | -9.2   | 1.0   | -2.9  | -2.2  | 1.7   |
| New Home Prices               | 255.9  | 241.0  | 238.6  | 233.0  | 251.8  | 235.7  | 234.2  | 228.9  | 252.5  | 238.0  | 236.6  | 232.3  | 246.5 | 242.1 | 237.7 | 239.9 |
| % change                      | 4.4    | -5.8   | -1.0   | -2.3   | 8.0    | -6.4   | -0.7   | -2.3   | 10.3   | -5.7   | -0.6   | -1.8   | 2.3   | -1.8  | -1.9  | 0.9   |
| <b>Interest Rates (%)</b>     |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| 30-Year FRM Contract Rate     | 6.2    | 6.4    | 6.6    | 6.2    | 6.3    | 6.4    | 6.5    | 6.8    | 6.7    | 6.8    | 6.7    | 6.8    | 6.4   | 6.3   | 6.5   | 6.8   |
| 10-Year Treasury Yield        | 4.7    | 4.8    | 4.7    | 4.5    | 4.6    | 4.7    | 4.8    | 5.0    | 5.0    | 5.0    | 5.0    | 5.0    | 4.8   | 4.7   | 4.8   | 5.0   |
| 1-Year Treasury ARM           | 5.5    | 5.6    | 5.7    | 5.5    | 5.6    | 5.6    | 5.7    | 5.7    | 5.7    | 5.8    | 5.8    | 5.8    | 5.5   | 5.5   | 5.6   | 5.8   |
| 1-Year Treasury Yield         | 5.0    | 4.9    | 4.5    | 4.0    | 4.1    | 4.1    | 4.2    | 4.3    | 4.3    | 4.3    | 4.3    | 4.3    | 4.9   | 4.6   | 4.2   | 4.3   |
| Total 1-4 Family (Bil.\$)     | 631    | 693    | 556    | 437    | 544    | 450    | 443    | 422    | 485    | 423    | 431    | 421    | 2,726 | 2,317 | 1,859 | 1,760 |
| Purchase                      | 271    | 353    | 311    | 227    | 245    | 243    | 248    | 226    | 252    | 254    | 267    | 248    | 1,400 | 1,163 | 962   | 1,021 |
| Refinance                     | 360    | 339    | 245    | 210    | 299    | 207    | 195    | 196    | 233    | 169    | 164    | 173    | 1,326 | 1,153 | 897   | 738   |
| Refinance Share (%)           | 57     | 49     | 44     | 48     | 55     | 46     | 44     | 46     | 48     | 40     | 38     | 41     | 49    | 50    | 48    | 42    |
| ARM Share (%)                 | 11     | 11     | 12     | 12     | 10     | 10     | 11     | 11     | 12     | 13     | 11     | 13     | 22    | 11    | 11    | 12    |

\* MBA estimate

Notes: Housing starts and home sales are seasonally adjusted at annual rates.

Median home prices and mortgage originations are not seasonally adjusted.

Refinance Share is percent of total dollar volume of originations.

ARM share is percent of total number of conventional purchase loans.

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Research Data:

<http://www.mortgagebankers.org/ResearchandForecasts/ProductsandSurveys>

MBA Research DataNotes:

<http://www.mortgagebankers.org/ResearchandForecasts/EconomicOutlookandForecasts/DataNotes.htm>

Research Institute for Housing America:

<http://www.housingamerica.org/sitemap.html>

Home Loan Learning Center:

<http://www.homeloanlearningcenter.com/default.html>

MBA Newslink:

<http://www.mortgagebankers.org/NewsandMedia/MBANewsLink>