

PATHFINDER BANK Home Affordable Foreclosure Alternative (HAFA) Matrix

All servicers that have signed agreements with the U.S. Department of the Treasury (Treasury) to participate in the Home Affordable Modification Program (HAMP) must consider eligible borrowers who do not qualify for HAMP for other foreclosure prevention options including Home Affordable Foreclosure Alternatives (HAFA) which includes short sale and deed-in-lieu. However, each servicer has some discretion in determining additional eligibility criteria and certain program rules. In order to assist borrowers and their representatives in understanding any unique components of a servicer's HAFA Policy, Treasury, has developed this HAFA Matrix. The summary information in this matrix is prepared solely by Pathfinder Bank and does not represent any determination by the Treasury as to the servicer's compliance with the Treasury's policies and guidance for HAFA. Treasury does not endorse any language or policy described in this matrix. Any questions regarding the information contained in this matrix should be directed solely to Pathfinder Bank.

	Last Updated: 05/12/2015
ELIGIBILITY REQUIREMENTS	<ul style="list-style-type: none"> • Documented financial difficulty. Borrower's who are ninety (90) days or more delinquent and have a FICO score that is less than 620, will be deemed to have a pre-determined hardship. • Have not purchased a new home in the last 12 months, unless it was due to an employment transfer, relocation for a new job over 50 miles away, or PCS order. • Borrower's first mortgage must have originated on or before January 1, 2009 for less than \$729,750. • Borrower has not been convicted of felony, larceny, theft, fraud, forgery, money laundering, or tax evasion in connection with a mortgage or real estate transaction in the last ten years. • Approval from Private Mortgage Insurance Company may be required if mortgage has Private Mortgage Insurance. • Property must not be condemned. • Borrower does not have sufficient financial resources to pay the shortage by a cash contribution, payment on no interest promissory note, or both. • Subordinate Lien holder Approval: An aggregate amount of \$8,500 from proceeds for full release of liens and liability.
DOCUMENTATION REQUIREMENTS	<p><u>Preapproved Short Sale Agreement (SSA)</u></p> <ul style="list-style-type: none"> • Request for Modification and Affidavit (RMA) • Copy of Listing Agreement and Purchase Offer • HAFA Affidavit (at time of closing) <p><u>Closing-</u> Prior to closing the Pathfinder Bank Loss Mitigation Department must receive a copy of the HUD-1 statement. An "ok to close" or a decline letter will be provided to borrower within 10days after the Bank's receipt of the HUD-1 closing statement.</p>

VALUATIONS	<p><u>Establishing Property Value</u> –Interior/Exterior Inspection will be performed by a vendor on the Pre-foreclosure Valuation Provider Information list located on www.efanniemae.com. Inspection will be ordered by the Bank.</p> <p><u>Disputed Valuations</u>– Submit written dispute with supporting documentation to the Loss Mitigation Department at 214 West First Street, Oswego, NY 13126 or email collections@pathfinderbank.com.</p>
PAYMENTS DURING MARKETING PERIOD	Borrower may have a monthly mortgage payment due during the marketing period and is responsible for all taxes, insurance, property maintenance and repair until closing.
MORTGAGE RELEASE POLICY	<u>Mortgage Release</u> – Borrower should have made a good faith effort to list and market the property. The transfer cannot be subject to judgments or secondary liens. Under certain circumstances it may be possible for the debtor to lease the property for a limited period of time. Customer may be required to make either a cash contribution or limited repayment with a non-interest bearing loan of part of any deficiency.
AVERAGE TIMELINES	<ul style="list-style-type: none"> • Submission of required income/eligibility documentation-Borrower must complete and return within 14 days from date sent to borrower. • Eligibility Review to Issuance of SSA-Within 30 days from receipt from Borrower. • Borrower return of SSA-within 14 calendar days from the SSA Effective date. • Submission of purchase contract-must be submitted to Servicer within 3 days of receipt. • Servicer’s approval of purchase contract –Servicer will respond with an approval or disapproval or counter offer within 30 days after receipt. • Escrow and Closing –Shall be within 30 days of acceptance of Purchase Offer. • Following a HAFA closing, a resale is prohibited within 30 calendar days. • A resale for more than 120% of the HAFA short sale price between 31 and 90 calendar days of the HAFA closing is also prohibited. • Consideration for a short sale or Mortgage Release must be submitted by the borrower to the servicer on or before December 31, 2013
CONTACT INFORMATION	<p>Robert Rickert, Residential Loss Mitigation Manager Phone: 315-207-8013 or 1-800-811-5620 Fax: 315-343-7216 Email: rmrickert@pathfinderbank.com</p> <p>Jessica DeGrenier, Commercial Loss Mitigation Manager Phone:315-207-8059 or 1-800-811-5620 Fax: 315-343-7216 Email: jldegrenier@pathfinderbank.com</p> <p>Diana Alnutt, Loss Mitigation Assistant Phone: 315-207-8061 or 1-800-811-5620 Fax: 315-343-7216 dkalnutt@pathfinderbank.com</p>

To learn more about the Home Affordable Modification Program’s availability and revised eligibility criteria for struggling homeowners, please visit www.makinghomeaffordable.gov and www.knowyouroptions.com.