# Neighborhood Stabilization Outcome Target Pool Mortgage Loan Rider

This Neighborhood Stabilization Outcome ("NSO") Target Pool Mortgage Loan Rider and the attached exhibits B-1-NSO through B-3-NSO are made this day of , 20 , and are incorporated into and shall be deemed to amend and supersede the terms of the SFLS 2012-3 Conveyance, Assignment and Assumption Agreement ("CAA") of the same date made by the undersigned Purchaser and the Secretary of Housing and Urban Development ("Secretary"), only with regard to Article II, Sections 2.09 and Exhibit B thereto, governing Post-Sale Reporting and Post-Sale Servicing requirements for the Mortgage Loans. Initially capitalized terms used and not defined herein have the meanings given in the CAA.

# (a) Post-Sale Servicing and Management.

(1) All Mortgage Loans. At all times during the Post Sale Reporting Period, the Mortgage Loans must be serviced by the servicer identified by Purchaser in its NSO Supplemental Qualification Statement and relied on by the Secretary in qualifying Purchaser for participation in this sale, or any successor servicer, which is (i) authorized by the Secretary as a successor servicer for purposes of this transaction, (ii) either an FHA-approved mortgagee or a Fannie Mae or Freddie Mac (collectively the "Agencies") approved servicer with actual experience in servicing loans similar to the Mortgage Loans; and, (iii) in good standing with and rated average or above by the applicable Agencies, if so rated. Purchaser shall provide any documentation requested by the Secretary for authorization of a successor servicer. Purchaser shall provide a self-certification regarding compliance with this provision in the format provided in Exhibit B-2-NSO with each Post-Sale Report.

The Purchaser(s) shall be required to avoid finalizing any foreclosure action for six months from the applicable Settlement Date for each Mortgage Loan that is occupied unless there are extenuating circumstances. For loans where a foreclosure is completed prior to the end of the six-month period, the Purchaser shall report on reason(s) for the foreclosure as part of the Post-Sale Reporting Requirements set forth in Exhibit B-1-NSO with the initial Post Sale Report. Purchaser shall provide a self-certification regarding compliance with this provision in the format provided in Exhibit B-3-NSO with the initial Post-Sale Report.

(2) Post-Sale Asset Management. At all times during the Post Sale Reporting Period, the properties in Purchaser's portfolio formerly securing a Mortgage Loan must be managed by the Asset Manager or Rental Manager identified by Purchaser in its NSO Qualification Statement and relied on by the Secretary in qualifying Purchaser for participation in this sale, or any successor managers,

which are (i) authorized by the Secretary as successor managers for purposes of this transaction, (ii) appropriately licensed to conduct business in the areas in which such properties are located; (iii) actually experienced in management or rental of properties similar to those formerly secured by the Mortgage Loans; and, (iv) in good standing with and rated average or above by the applicable Agencies, if so rated. Purchaser shall provide any documentation requested by the Secretary for authorization of a successor manager. Purchaser shall provide a self-certification regarding compliance with this provision in the format provided in Exhibit B-2-NSO with each Post-Sale Report.

# (b) Neighborhood Stabilizing Outcomes (NSOs).

- (1) Achievement of NSOs. Purchaser shall achieve, with respect to at least fifty (50) percent (rounded up to the nearest number of loans) of the total number of Mortgage Loans delivered to Purchaser, a Neighborhood Stabilizing Outcome within forty-eight (48) months of the Second Settlement Date ("Post-Sale Compliance Period"). Purchaser may receive credit for only one NSO for each Mortgage Loan. Should any loans be repurchased pursuant to the terms of the CAA, the total number of Mortgage Loans will be decreased for each Mortgage Loan repurchased and the required number of NSOs will be recalculated based on the revised total number of Mortgage Loans.
- (2) **Qualifying NSOs.** Purchaser will receive credit for one NSO for each Mortgage Loan for which Purchaser achieves one of the following outcomes:
  - (i) Mortgage Loan Re-performance. To qualify as an NSO, Purchaser must achieve Mortgage Loan Re-performance within the Post-Sale Compliance Period, meaning six months of consecutive on-time payments on an unmodified or permanently modified Mortgage Loan. Payments on trial payment plans do not count towards the six months of on-time performance unless the mortgage has been permanently modified and the terms of the modified mortgage are the same as the terms of the trial payment plan. Once Mortgage Loan Re-performance has been achieved, the future performance of the mortgage loan or its disposition does not affect Purchaser's receipt of NSO credit for such Mortgage Loan.
  - (ii) Sale to Owner Occupant. Sales to owner occupants during the Post-Sale Compliance Period may qualify as an NSO if they meet the requirements of (A) or (B) below. Notwithstanding any other provision of this agreement, no sale to an owner occupant may qualify as an NSO if the property was listed for sale or marketed as an REO at any time.

- (A) **Short Sale.** To qualify as an NSO, Purchaser may consent to a short sale of the property by the existing borrower directly to an Owner Occupant.
- (B) Sale to Held-for-Rental Tenant. To qualify as an NSO, Purchaser must sell the property, which was first Held-for-Rental for a period of at least three months, to the existing Held-for-Rental tenant, who will continue to occupy the property as an Owner Occupant.
- (iii) Held-for-Rental. To qualify as an NSO, Purchaser must take title to a property previously secured by a Mortgage Loan and must hold such property as a rental unit until the expiration of a three year period beginning on date the Purchaser first leases the property, or of the Post-Sale Compliance Period, whichever occurs first. Purchaser must actively market and manage the property as a rental unit at all times during the Post-Sale Compliance period that such property is designated as Held-for-Rental. The Purchaser must ensure that any Held-for-Rental unit meets all applicable local code requirements, Minimum Property Standards, and comply with any applicable requirements of federal, state and local property rental and management laws. Notwithstanding the any other provision of this agreement, Held-for-Rental unit may not qualify as an NSO if the property was listed for sale or marketed as an REO at any time.
- (iv) Gift to Land Bank or Unit of State or Local Government (collectively "Land Bank"). To qualify as an NSO, during the Post-Sale Compliance Period Purchaser must transfer all rights and title to the Mortgage Loan or property securing the Mortgage Loan to a Land Bank at no cost to the Land Bank and without receiving any benefit, property, services or money from the Land Bank in exchange. Such Land Bank must be operated as a 501(c) tax-exempt organization or be a unit of state or local government.
- (v) Sale to a Neighborhood Stabilization Program Grantee or Subgrantee (collectively "NSP Grantee"). To qualify as an NSO, during the Post-Sale Compliance Period Purchaser must sell the property to an NSP Grantee, who has been approved by HUD as a purchaser for each specific transaction.
- (vi) Mortgage Loan Satisfaction. To qualify as an NSO, the borrower must satisfy the mortgage debt and the Purchaser must ensure recordation of the release of the corresponding security instrument.

- (vii) Disposition in accordance with Eligible Program Guidelines. To qualify as an NSO, Purchaser must dispose of the Mortgage Loan, or the property formerly securing the Mortgage Loan, in accordance with the terms of a program operated by an eligible State or Local governmental unit, an organization or entity tax-exempt pursuant to Section 115 of the Internal Revenue Code, or a non-profit organization or entity, which has been approved by HUD, and is tax-exempt pursuant to Section 501(c)(3) of the IRS Code.
- (3) Non-Neighborhood Stabilizing Outcomes. Foreclosure or deed-in-lieu resulting in an REO sale or the listing or marketing of the property for sale, foreclosure or deed-in-lieu resulting in the transfer of title and possession to the Purchaser without subsequent occupancy of the subject property by a rental tenant, a short-sale to a non-owner-occupant, the sale of a Mortgage Loan unless the Mortgage Loan has Re-Performed as defined in subsection (a), or any other non-Neighborhood Stabilizing Outcome, will not constitute a Neighborhood Stabilizing Outcome.

# (c) Post-Sale Reporting.

- (1) Summary Reports. Purchaser or its Affiliate(s) shall provide summary reporting to HUD on the current status of the sale portfolio quarterly in the format provided in Exhibit B-1-NSO (the "Post-Sale Report") at the address provided for notices in Section 4.05. The initial reporting period begins on the Second Settlement Date and ends on the last day of the third calendar month following the Second Settlement Date. Thereafter the reporting periods begin on the first day of the calendar month following the end of the prior reporting period and end on the last day of the third calendar month following the prior reporting period. This periodic post sale reporting requirement ends after a total of sixteen (16) Post-Sale Reports have been delivered after the forty-eighth (48<sup>th</sup>) month following the Second Settlement Date. The Post Sale Reports are due by the twentieth (20<sup>th</sup>) Business Day of the month following the end of the applicable reporting period ("Post-Sale Reporting Period").
- (2) NSO Documentation. Except as noted below, Purchaser must retain, for a period of two years following the submission of the final Post-Sale Report, the following documentation in support of the NSO claimed or other non-NSO and must provide such documentation to HUD, or its contractor or agent, upon request.
  - (i) Mortgage Loan Re-performance. Purchaser must retain payment histories documenting Mortgage Loan Re-performance to support each

such NSO. Once Mortgage Loan Re-performance has been achieved, Purchaser shall continue to maintain performance information concerning any Mortgage Loan in Purchaser's portfolio and the disposition of any Mortgage Loan no longer held by Purchaser.

## (ii) Sale to Owner Occupant.

- (A) Short Sale. Purchaser must retain a copy of the HUD-1
  Settlement Statement and obtain an Owner Occupancy certification
  from the new purchaser for each Sale to Owner Occupant NSO.
  Such Owner Occupancy certification must be signed by the
  purchasers of the property and provide as follows: "One of the
  undersigned intends to occupy the subject property as his or her
  principal residence for a period of at least one year."
- (B) Sale to Held-for-Rental Tenant. Purchaser must retain a copy of the lease agreement that lists the new purchaser as the existing tenant at the time of the sale, retain a copy of the HUD-1 Settlement Statement and obtain an Owner Occupancy certification from the tenant/new purchaser for each Sale to Owner Occupant NSO.
- (iii) Held-for-Rental. Purchaser must retain fully executed leases for each Held-for-Rental NSO. For any Held-for-Rental unit that remains vacant for a period in excess of ninety (90) days during the Post-Sale Reporting Period, Purchaser's Post Sale Reports must include an explanation of the extended vacancy. Purchaser must retain documentation necessary to support the Purchaser's inability to lease the unit. Such documentation must either demonstrate Purchaser's active marketing of the rental unit or support the extended vacancy as a result of necessary rehabilitation being undertaken on the property where the extended vacancy period is the result of rehabilitation and repair of the rental unit.
- (iv) Gift to Land Bank. Purchaser must obtain a donation receipt from the receiving Land Bank confirming the transfer without the provision of any benefit, property, service, or money in exchange and documentation of the Land Bank's status as a 501(c) tax-exempt organization or a unit of state or local government.
- (v) Sale to a Neighborhood Stabilization Program Grantee or Subgrantee. Purchaser must retain a copy of the HUD-1 Settlement

Statement for each sale and documentation of the NSP Grantee's eligibility to purchase the property.

- (vi) Mortgage Loan Satisfaction. Purchaser must retain proof of the borrower's satisfaction of the mortgage debt and the recordation of the release of the corresponding security instrument.
- (vii) Disposition in accordance with Eligible Program Guidelines.

  Purchaser must retain a copy of the sales agreement or HUD-1 Settlement

  Statement for each sale of a Mortgage Loan or property, respectively, and
  must retain documentation of the eligibility of the entity or organization
  operating the program and the Purchaser's compliance with the terms of
  the eligible program in disposing of the Mortgage Loan or property.
- (viii) Non-NSO. Purchaser must retain documentation to support of its disposition of the Mortgage Loan or the property securing the mortgage loan. For any sale of the Mortgage Loan, Purchaser must retain the sales contract and evidence of the consummation of the sale. For any sale of the property that had been the security for the Mortgage Loan, Purchaser must retain the HUD-1 and information on the identity of the buyer of the property and the buyer's relationship to the Purchaser, if any.

## (d) Liquidated Damages.

Non-NSO Dispositions in excess of Non-NSO threshold by no more than (i) ten percent. Notwithstanding any other provision of the CAA, for each Mortgage Loan that the Purchaser disposes with a non-NSO in excess of the allowable non-NSO threshold by no more than ten percent, HUD may, in its sole discretion, require Purchaser to remit to HUD up to the Net Sales Proceeds from the sale of any such non-NSO property or Mortgage Loan occurring within forty-eight (48) months of the Second Settlement Date. Net Sales Proceeds shall be calculated based on the difference between Purchaser's Sales Price for the individual Mortgage Loan and the gross sales proceeds from the subsequent purchaser. Where the sale of a non-NSO property or Mortgage Loan subject to this damage provision is a sale other than an arms-length transaction between Purchaser and a wholly-unaffiliated or unassociated Person, including any donation of property or Mortgage Loans to a Person other than a Land Bank as described above, HUD may, in its sole discretion, require Purchaser to remit to HUD up to the greater of either (i) the gross sales proceeds from the subsequent purchaser from such sale or (ii) the Fair Market Value of the property or Mortgage Loan as of the

- date of sale as determined by an appraisal of the property by a HUD-approved Appraiser or other valuation method approved by HUD.
- Non-NSO Dispositions in excess of NON-NSO threshold by ten percent or more. Notwithstanding any other provision of the CAA, for each Mortgage Loan that the Purchaser disposes with a non-NSO in excess by ten percent or more than the allowable non-NSO threshold, HUD may, in its sole discretion, require Purchaser to remit to HUD up to the greater of either (i) the gross sales proceeds from the subsequent purchaser from such sale or (ii) the Fair Market Value of the property or Mortgage Loan as of the date of sale as determined by an appraisal of the property by a HUD-approved Appraiser or other valuation method approved by HUD.

**IN WITNESS WHEREOF**, each of the Parties has caused this NSO Target Pool Mortgage Loan Rider to the CAA of the same date to be duly executed by its duly authorized officer or agent as of the day and year first above written.

## SECRETARY OF HOUSING AND URBAN DEVELOPMENT

Ву:
Name:
Title:
PURCHASER:
By:
Name:
Title:

# EXHIBIT B-1-NSO POST-SALE REPORTING REQUIREMENTS

For the period ending:	
Report Date:	
Purchaser Name:	

**Part I:** For each Mortgage Loan, provide the following information as of the end of the applicable reporting period. For assets that have been disposed of, report the UPB at the time of disposition

## SFLS 2012-3 Post-Sale Report

Table 1 Disposal of Program Assets

FHA Case	NSO	Status	Performance Category:*	Modified	Types of Modification(s)**	UPB
Number	Category		(Non-Performing,	(Y/N)	(Principal Write Down,	
	Code		Re-Performing,		Forbearance, Interest Rate	
			In Foreclosure)		Reduction,	
					P&I Adjustment, etc.)	

- \* Applicable to Whole Loan Sales only.
- \*\* Applicable to modified loans only. Please indicate the type(s) of modification(s) made to the loan, specific loan terms are not required.

## **NSO Category Codes**

- 1. NSO: Mortgage Loan Re-performance
- 2. NSO: Sale to Owner Occupant
- 3. NSO: Held-for-Rental
- 4. NSO: Gift to Land Bank
- 5. NSO: NSP Grantee
- 6. NSO: Mortgage Loan Satisfaction
- 7. NSO: Disposition in accordance with Eligible Program Guidelines
- 8. Planned NSO: Mortgage Loan Re-performance
- 9. Planned NSO: Sale to Owner Occupant
- 10. Planned NSO: Held-for-Rental
- 11. Planned NSO: Gift to Land Bank
- 12. Planned NSO: NSP Grantee
- 13. Planned NSO: Mortgage Loan Satisfaction
- 14. Planned NSO: Disposition in accordance with Eligible Program Guidelines
- 15. Interim Status: In planning stage

#### 16. Non-NSO Outcome

NSO Outcomes and Non-NSO Outcomes are defined in the NSO Pool Mortgage Loan Rider.

# **Status Codes for Disposed Assets**

Paid In Full (PIF)

Whole Loan Sale

Pre-Foreclosure Sale

Foreclosure Sale

Sale of Foreclosed REO

Sale of Deed-in-Lieu REO

Charge Off/Repurchase

#### Table 2 Active Loans

FHA	NSO	Status	Performance	Modified	Types of	UPB
Case	Category		Category:*	(Y/N)	Modification(s)**	
Number			(Non-Performing,		(Principal Write Down,	
			Re-Performing,		Forbearance, Interest	
			In Foreclosure)		Rate Reduction,	
					P&I Adjustment, etc.)	

<sup>\*</sup> Applicable to loans in Active Servicing only.

The NSO Category Codes for Active Loans are the same as those used for Disposed Loans above.

# **Status Codes for Active Loans**

**Active Servicing** 

<sup>\*\*</sup> Applicable to modified loans only. Please indicate the type(s) of modification(s) made to the loan, specific loan terms are not required.

Foreclosed REO

Deed-in Lieu REO

# **NSO Summary Table**

NSO Category Codes	Count	% Total
1. NSO: Mortgage Loan Re-performance		
2. NSO: Sale to Owner Occupant		
3. NSO: Held-for-Rental		
4. NSO: Gift to Land Bank		
5. NSO: NSP Grantee		
6. NSO: Mortgage Loan Satisfaction		
7. NSO: Disposition in accordance with		
Eligible Program Guidelines		
8. Planned NSO: Mortgage Loan Re-		
performance		
9. Planned NSO: Sale to Owner Occupant		
10. Planned NSO: Held-for-Rental		
11. Planned NSO: Gift to Land Bank		
12. Planned NSO: NSP Grantee		
13. Planned NSO: Mortgage Loan Satisfaction		
14. Planned NSO: Disposition in accordance		
with Eligible Program Guidelines		
15. Interim Status: In planning stage		
16. Non-NSO Outcome		
TOTAL		100%

**Part II:** For each Mortgage Loan that was foreclosed within six months of the applicable Settlement Date, report below on the reason for the foreclosure. Indicate if the loan was either: a) not owner occupied, or b) provide a summary explanation of the extenuating circumstance for the foreclosure action. Note that this requirement is only applicable to the first two reporting periods.

FHA Case Number	Reason for Foreclosure

# **Exhibit B-2-NSO Self-Certification Form**

# **Servicer and Asset Management Eligibility Provision**

SFLS 2012-3 Purchaser Compliance Certification

U. S. Department of Housing and Urban Development

This SFLS 2012-3 Purchaser Compliance Form will be used by Purchasers to self-certify the Purchaser's compliance with the following post sale requirements:				
i) The Mortgage Loans purchased by the Purchaser must be serviced by a servicer that was identified in the NSO Supplemental Qualification Statement or was authorized by the Secretary as a successor servicer. The servicer must also be (i) either an FHA-approved mortgagee or a Fannie Mae or Freddie Mac approved servicer; and, (ii) in good standing with and rated above average by the applicable Agencies; and				
	nger that was identified by Purchaser i	Mortgage Loan must be managed by in its NSO Qualification Statement or		
	n Development's SFLS 2012-3 Conv	Rider for Section 2.09(b) of the U.S. eyance, Assignment and Assumption		
1. Purchaser Information (Name,	2. Purchaser Contact Information	3. Date of Submission		
Address and ZIP Code)	(Name, Phone Number and e-mail Address)			
4. Servicer Name(s)	5. Basis for Servicer Eligibility			
	(Check all that apply)			
	FHA-approved mortgagee			
	Fannie Mae approved servicer			

	Freddie Mac approved servicer	
6. Asset Management Name(s)	Basis for Eligibility	
, ,		
	(Check the applicable qualification)	
	Identified by Purchaser in its	
	NSO Qualification Statement	
	Authorized by the Secretary as	
	successor managers for	
	purposes of this transaction	
=	reby certifies to that: (a) to the best of	_
•	e and correct as of the report submissi	
	ent of Housing and Urban Developmer	nt the Purchaser will furnished or
make available supporting docum	entation.	
Title of Certifying Official	Signature	Date

# **Exhibit B-3-NSO Self-Certification Form**

# **Foreclosure Avoidance Provision**

SFLS 2012-3 Purchaser Compliance Certification

U. S. Department of Housing and Urban Development

This SFLS 2012-3 Purchaser Compliance Form will be used by Purchasers to self-certify the Purchaser's compliance with the post sale requirement that for each Mortgage Loan that is occupied by the owner thereof, Purchaser shall avoid finalizing any foreclosure action for six months from the applicable Settlement Date unless there are extenuating circumstances. For loans where a foreclosure is completed prior to the end of the six-month period, the Purchaser shall report on reason(s) for the foreclosure with the first two Post Sale Report as part of the Post Sale Reporting Requirements set forth in Exhibit B-1 of the Conveyance. Assignment and Assumption Agreement. This requirement is set forth in Section 2.09(b) of the U.S. Department of Housing and Urban Development's SFLS 2012-3 Conveyance, Assignment and Assumption Agreement with Purchaser dated, 201				
1. Purchaser Information (Name,	2. Purchaser Contact Information	3. Date of Submission		
Address and ZIP Code)	(Name, Phone Number and e-mail			
	Address)			
	1.00.000,			
Certification: The undersigned hereby certifies to that: (a) to the best of his/her knowledge and belief that the information provided above is true and correct as of the report submission date; and (b) upon request of any authorized official of the Department of Housing and Urban Development the Purchaser will furnished or make available supporting documentation.				
Title of Certifying Official	Signature	Date		