



For Immediate Release

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HOPE NOW Announces Statement of Principles

All members of the Alliance have agreed to a set of standards in contacting at-risk borrowers.

Washington, D.C. – November 13, 2007 – Today, The HOPE NOW Alliance announced a Statement of Principles that outlines their commitment to reaching out and helping distressed borrowers to remain in their home.

The members of the HOPE NOW Alliance have agreed to uphold these principles. The principles were formed to ensure all borrowers can expect quality service and assistance when they contact their lender/servicer or a non-profit counseling partner in the Alliance.

"All lenders in the Alliance have committed to reaching out to every borrower facing a reset before the reset occurs to determine if they will have difficulty paying," said Faith Schwartz, Project Manager for HOPE NOW. "The Principles will also allow us to expedite cases with consumer counselors quickly."

Key points regarding this statement:

- HOPE NOW Alliance members agree to attempt contact with at-risk borrowers 120 days, at a minimum, prior to the initial ARM reset on all 2-28 and 3-27 products.
- HOPE NOW Alliance members agree to inform them of the potential increase in payment and terms of the loan, in an effort to determine if the borrower may face financial difficulty keeping their mortgage current.
- HOPE NOW Alliance members agree to establish a single port of entry for all participant counselors to use by January 2008.
- HOPE NOW Alliance members agree to make available dedicated e-mail and/or fax connectivity to support counselor and consumer intake by January 2008.

For a full copy of the Statement of Principles, please click [here](#).

“All the alliance members already have substantial programs underway designed to help identify and assist at-risk borrowers,” said Jonathan L. Kempner, President and Chief Executive Officer of the Mortgage Bankers Association. “Today’s announcement will help bring more consistency and uniformity to the process in order to better and more easily help more consumers.”

The Mission for HOPE NOW is to maximize the preservation of homeownership while minimizing foreclosures. Assist borrowers who have the willingness and wherewithal to remain in their homes, but need some help to do it. The goal is to keep people in their homes and when that is not possible, prevent foreclosure.

HOPE NOW was encouraged by Treasury Secretary Henry Paulson and HUD Secretary Alphonso Jackson. The members of HOPE NOW recognize that by working together, they will be more effective than the individual efforts already underway.

HOPE NOW is an alliance between counselors, mortgage market participants, and mortgage servicers to create a unified, coordinated plan to reach and help as many homeowners as possible. The members of this alliance recognize that by working together, they will be more effective than by working independently. The Department of the Treasury and the Department of Housing and Urban Development encouraged these leaders to form this alliance, which includes, American Bankers Association, American Financial Services Association, American Securitization Forum, America’s Community Bankers, Assurant, Inc., Bank of America, CCCS Atlanta, Inc., Citigroup Inc., Consumer Bankers Association, Consumer Mortgage Coalition, Countrywide Financial Corporation, EMC Mortgage, Inc., Fannie Mae, The Financial Services Roundtable, First Horizon National Corporation, First Tennessee Home Loans, Freddie Mac, GMAC ResCap, Homeownership Preservation Foundation, Housing Partnership Network, The Housing Policy Council, HSBC Finance, JPMorgan Chase & Co, National City, NeighborWorks America, Mortgage Bankers Association, Option One Mortgage Corporation, PMI Mortgage Insurance Co., Securities Industry and Financial Markets Association, State Farm Insurance Companies, SunTrust Mortgage, Inc., Washington Mutual, Inc., Wells Fargo & Company. More companies and organizations are expected to join in the coming months.

Visit www.HOPENOW.com for more information.

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