



Making Home Possible in New Hampshire

Over the past decade, Freddie Mac has invested **\$23.8 billion** in home loans, helping **175,056 New Hampshire families**.

	Freddie Mac Investment	Homeowners Served	Renters Served	Total Families Served
2006	\$2.6 billion	14,751	687	15,438
Past 10 Years	\$23.8 billion	168,586	6,470	175,056

In 2006 Freddie Mac:

- Enabled 1,742 New Hampshire homebuyers to purchase their first home.
- Financed loans for 7,753 low- and moderate-income New Hampshire families.
- Helped 217 New Hampshire families avoid foreclosure.
- Funded residential loans with an average mortgage of \$174,071.

- Since 2000, Freddie Mac funded \$194.4 million in mortgage revenue bonds, providing low-cost mortgages to New Hampshire families.
- Since 1998, Freddie Mac has invested \$15.6 million in low-income housing tax credits, creating 1,010 affordable homes for New Hampshire families.

Working with our partners, Freddie Mac helps make home possible for New Hampshire families every step of the way through the homebuying process.

Creating opportunities for successful homeownership through a comprehensive set of borrower education and outreach programs

Realizing possibilities by continually evolving our mortgage solutions to meet the individual needs of today's diverse borrowers

Preserving dreams by providing essential tools and education to help keep more of America's families in homes they can afford and keep

Don't Borrow Trouble® Anti-Predatory Lending Campaign -- Statewide New Hampshire:

To help families avoid abusive lending practices, such as exorbitant interest rates, excessive fees and pressuring tactics, Freddie Mac launched a consumer education campaign in the state of New Hampshire. As part of the initiative, consumers call the toll-free hotline to get information, resources, or counseling -- giving them the tools to make informed and educated decisions about their home financing needs. Key participants include New Hampshire Housing Finance Authority, Citizens Bank, HUD, several counseling partners, and other supporting partners (including AARP New Hampshire, Legal Advice and Referral Center, Mortgage Bankers and Brokers Association of New Hampshire, New Hampshire Bankers Association, the State of New Hampshire Banking Commission, and Tri-County Community Action Program).

Mount Washington Hotel Workforce Home Benefit:

The Mount Washington Hotel *Workforce Home Benefit* initiative is an employer-assisted housing benefit that provides direct assistance and information to help employees at the Mount Washington Hotel with the purchase of a home. In addition, the initiative helps employers recruit and retain employees. Affordable Housing, Education and Development (AHEAD) collaborates with the hotel to provide on-site orientations, homebuyer education, and one-on-one counseling at the hotel. Employees also have the opportunity to enroll in an Individual Development Account (IDA) program, sponsored by Citizens Charter One Mortgage.

Get The Facts! New Hampshire:

Freddie Mac launched a homeownership outreach campaign based on Freddie Mac's *Get The Facts!*, a dynamic outreach and education initiative intended to dispel common misconceptions about buying and owning a home. Freddie Mac's Loan Prospector® Outreach is used to determine if participants are ready to apply for a mortgage or if they need to continue counseling.

-- **Littleton:** Key participants include Affordable Housing Education and Development (AHEAD) and Citizens Charter One Mortgage.

-- **The Lakes Region:** Key participants include Laconia Area Community Land Trust (LACLT), Laconia Savings Bank, Franklin Savings Bank and Meredith Village Savings Banks.

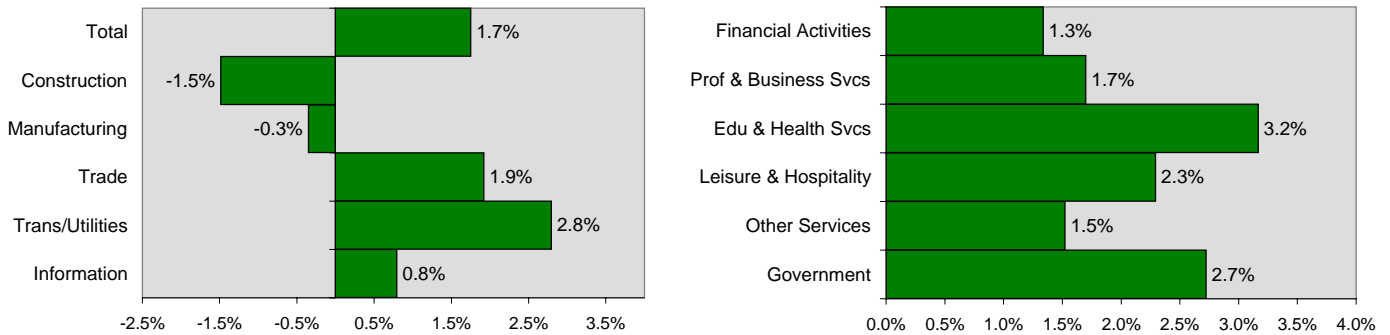
-- **Concord:** Key participants include Concord Area Trust for Community Housing (CATCH) and Citizens Charter One Mortgage.

-- **Manchester:** Key participants include NeighborWorks of Greater Manchester and Merrimack Mortgage.

City of Manchester Workforce Home Benefit:

The City of Manchester *Workforce Home Benefit* initiative is an employer-assisted housing benefit that provides direct assistance and information to help employees of the City of Manchester with the purchase of a home. In addition, the initiative helps employers recruit and retain employees. The initiative helps the City's employees, including educators, law enforcement officers, firefighters, healthcare workers, and military personnel, achieve the stability and satisfaction of homeownership. NeighborWorks of Greater Manchester collaborates with the City to provide on-site orientations, homebuyer education, and one-on-one counseling at different City locations. Employees also have the opportunity to enroll in an Individual Development Account (IDA) program and access subsidized second mortgage funds to help with affordability, sponsored by Merrimack Mortgage.

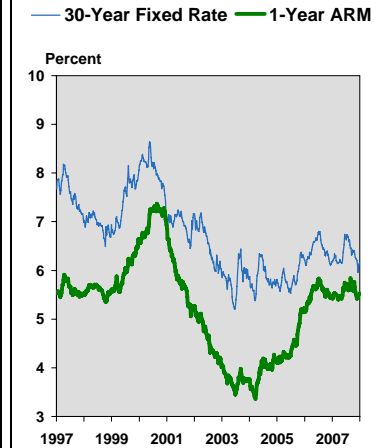
Employment growth was strongest in New Hampshire's education and health services sector in 2007



Source: Bureau of Labor Statistics, % change year ago

Indicators	2002	2003	2004	2005	2006
Gross State Product, C\$B	44,573	45,887	47,937	48,906	49,527
% Change	2.3	2.9	4.5	2.0	1.3
Total Non-Farm Employment (ths.)	618.4	617.9	627.4	636.3	639.4
% Change	-1.4	-0.1	1.5	1.4	0.5
Unemployment Rate (%)	4.5	4.5	3.9	3.6	3.4
Personal Income Growth (%)	1.8	2.2	6.4	3.8	6.5
Population (ths.)	1,274.0	1,285.9	1,298.0	1,306.8	1,314.9
Single-Family Permits	6,754	6,583	7,002	6,432	4,826
Multifamily Permits	1,954	2,058	1,651	1,154	851
Existing Median Home Sales Price (ths.)	197.2	211.0	255.0	283.5	257.0
Mortgage Originations (# of SF loans)	82,032	111,071	75,037	74,174	61,996
Personal Bankruptcies (total ch. 7 & 13)	3,823	4,245	4,490	5,506	1,712
Existing Home Sales (ths.)	22.6	24.2	26.8	0.0	0.0
30-Year Fixed Mortgage Rate Average (%)	6.53	5.83	5.84	5.87	6.41
Rental Vacancy Rate (%)	3.4	6.0	4.8	5.1	6.0
Serious Mortgage Delinquency (% All Loans)	0.56	0.53	0.52	0.70	1.06
Foreclosure Rate (% All Loans)	0.19	0.19	0.18	0.22	0.35
Homeownership Rate (%)	71.7	72.9	72.6	73.0	72.1

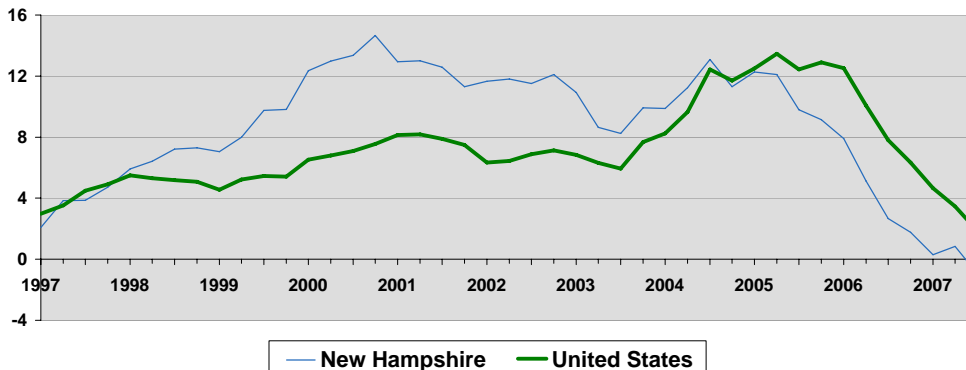
National Weekly Average Mortgage Interest Rates from Freddie Mac's Primary Mortgage Market Survey®



Source: Freddie Mac, Primary Mortgage Market Survey®

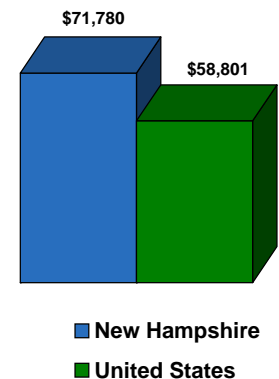
Sources: Moody's Economy.com, Bureau of Economic Analysis, Bureau of Labor Statistics, US Census Bureau, Federal Housing Finance Board, US District Courts, National Association of Realtors, First American CoreLogic, Federal Financial Institutions Examination Council, Freddie Mac

Annual % Change in House Prices



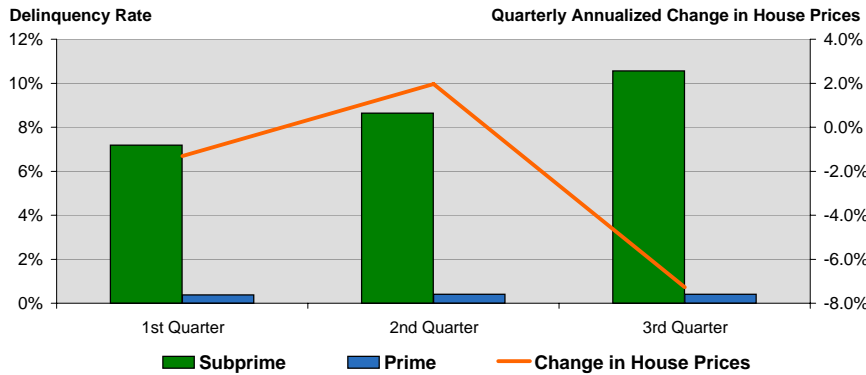
Source: Freddie Mac's Conventional Mortgage Home Price Index

2006 Median Family Income



Source: US Census Bureau, Moody's Economy.com

Serious mortgage delinquencies in New Hampshire are rising among subprime borrowers in 2007 and are exacerbated by declining house prices



Source: First American CoreLogic and Freddie Mac

National Rankings

Homeownership Rate	5
1 = Highest	
Mortgage Delinquency Rate	31
1 = Most Delinquent	
Median Family Income	6
1 = Highest	
Adjustable Rate Mortgage Share	48
1 = Highest Share	
Housing Affordability	24
1 = Most Affordable	
Employment Growth	32
1 = Highest Growth	

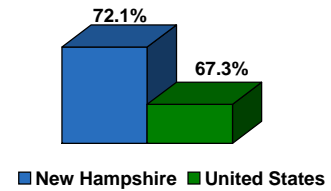
Homeownership Rates by Race and Ethnicity in New Hampshire

	Homeownership Rate in 2006	Homeownership Rate Gap Relative to All Households
All Households	72.1%	--
White, Non-hispanic	74.1%	2.0%
Black	39.7%	-32.4%
Hispanic	48.0%	-24.1%
Asian or Pacific Islander	54.9%	-17.2%

Source: US Census Bureau - American Community Survey

Homeownership is higher in New Hampshire than the national average

2006 Homeownership Rate



Source: US Census Bureau

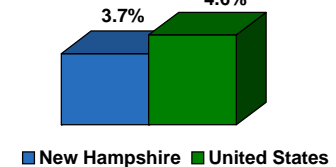
Characteristics of Subprime Mortgage Originations by Year New Hampshire

	2002	2003	2004	2005	2006
Adjustable Rate Mortgages (%)	57%	62%	74%	72%	66%
Non-Traditional Mortgages (%)	0%	3%	17%	29%	28%
Non-Owner Share (%)	18%	16%	15%	16%	13%
Share of Low-No Documentation	44%	44%	50%	53%	58%
Debt-to-Income Ratio	39%	40%	40%	41%	42%
Average Loan-to-Value	85%	87%	83%	81%	81%
Average Fico Credit Score	660	663	670	675	671

Source: First American CoreLogic. First liens only; by dollar amount. Negative amortization shares are not available.

Unemployment is low in New Hampshire

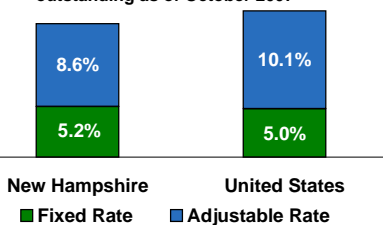
2007Q3 Unemployment Rate



Source: Bureau of Labor Statistics

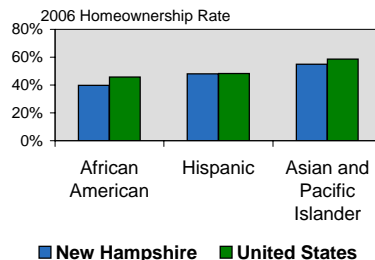
The Subprime Picture

Subprime dollar share of all loans outstanding as of October 2007



Source: First American CoreLogic

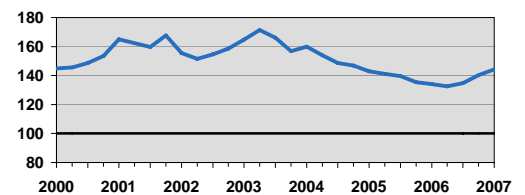
Homeownership among minority households is low in NH



Source: US Census Bureau - American Community Survey

State Housing Affordability Index New Hampshire

Share of the median-priced home affordable to the median-income family with a 30-year fixed-rate mortgage and 20% downpayment.



Source: Moody's Economy.com