

2016 TOTAL CLIENT HOUSEHOLDS

| | 1/1/16 – 3/31/16 | 4/1/16 – 6/30/16 | 7/1/16 – 9/30/16 | 10/1/16 – 12/31/16 | Totals |
|---------------------------------|---------------------|---------------------|---------------------|-----------------------|--------|
| Homeless | 0 | 1 | 0 | 0 | 1 |
| Landlord/Tenant | 6 | 6 | 3 | 12 | 27 |
| Pre-Purchase | 19 | 27 | 26 | 26 | 98 |
| Post-Purchase (Non-Delinquency) | 5 | 1 | 0 | 0 | 6 |
| HECM | 41 | 48 | 54 | 49 | 192 |
| Foreclosure Prevention | 1 | 4 | 5 | 3 | 13 |
| Group Classes | 23 | 19 | 40 | 12 | 94 |
| Totals | 95 | 106 | 128 | 102 | 431 |
| 2016 TOTAL CLIENT HOURS | | | | | |
| Homeless | 0 | 4.8 | 3.6 | 0 | 8.4 |
| Landlord/Tenant | 28.8 | 32.4 | 57.9 | 78.5 | 197.6 |
| Pre-Purchase | 65.7 | 62.6 | 69.5 | 92.3 | 290.1 |
| Post-Purchase (Non-Delinquency) | 26.4 | 0 | 0 | 0 | 26.4 |
| HECM | 99.2 | 19.1 | 136.4 | 139.7 | 394.4 |
| Foreclosure Prevention | 6.2 | 21.2 | 32.2 | 36 | 95.6 |
| Group Classes | 36 | 20 | 30 | 3.5 | 89.5 |
| Totals | 262.3 | 160.1 | 329.6 | 350 | 1102 |
| 2016 TOTAL HUD HOURS | | | | | |
| Homeless | 0 | 1 | 0 | 0 | 1 |
| Landlord/Tenant | 6.3 | 12.6 | 16 | 2.75 | 37.65 |
| Pre-Purchase | 38.5 | 59.8 | 54 | 64.67 | 216.97 |
| Post-Purchase (Non-Delinquency) | 11.2 | 0 | 0 | 0 | 11.2 |
| HECM | 73.4 | 86.6 | 96 | 97 | 353 |
| Foreclosure Prevention | 3 | 6 | 13 | 9 | 31 |
| Group Classes | 24 | 12 | 24 | 2 | 62 |
| Totals | 156.4 | 178 | 203 | 175.42 | 712.82 |