

The Commissioner's Executive Reports

- Portfolio and Production Report
- Fiscal Year 1998 Management Plan
- Other Deputy Assistant Secretary Issues

SEPTEMBER 1998

Table of Contents

September 1998

Portfolio and Production Report

Balances of FHA Portfolios	Page 1
Production Activities	Page 2
Status of FHA Portfolios	Page 3
Market Comparisons	Page 4
Adjustable Rate Mortgage Activity	Page 5
PD Sale Activity	Page 6

Fiscal Year 1998 Management Plan

Summary Graphs - FYTD Accomplishments	Page 7-9
1a Single Family Field Reviews of Loans	Page 10
1b Single family Technical Reviews of Loans	Page 12
2 Production - First - Time Homebuyers	Page 14
3 Production - Section 203(k) Endorsements	Page 16
4 Real Estate Owned (REO) Sales Performance	Page 18
5 Perform Mortgagee Monitoring Reviews	Page 20
6 Local Goals	Page 21-28
7 Issue Multifamily Combined Endorsements and Direct Loans	Page 29
8 Portfolio Reengineering	Page 30
9a Asset Management - Reduce Inventory of Troubled Projects Place Troubled Projects Under Compliance Plans	Page 31
9b Asset Management - Reduce Inventory of Troubled Projects Complete Troubled Project Compliance Plans	Page 32
10 Dispose of HUD-Owned Projects and Projects in the Foreclosure Pipeline	Page 33
11 Improve Multifamily Systems	Page 34
12 - 19 Headquarters Housing Goals	Page 35-37

Other Deputy Assistant Secretary Issues

Headquarters FTP Employment Trend	Page 38
Field FTP Employment Trend	Page 39
Single Family Refinancings	Page 40

Portfolio and Production Report

SEPTEMBER 1998

PORTFOLIO AND PRODUCTION REPORT Balances of FHA Portfolios

September 1998

FHA INSURED PORTFOLIOS			UPB/Cost* (\$ Millions)	Percent Change From Prior Year	
	Cases	Units		Cases	Dollars
SINGLE FAMILY:					
203(b) MMI Fund	5,828,743	6,097,922	\$380,132	0%	6%
221(d)(2) Low Cost Homes	121,936	126,498	\$1,562	-14%	-10%
234 Condominiums	400,278	400,359	\$28,589	6%	9%
203(k) Improvements	46,931	62,905	\$3,805	7%	9%
223(e) Urban Declining Areas	30,435	35,712	\$311	-15%	-19%
235 Interest Subsidy	119,260	119,491	\$1,068	-12%	-21%
Other	38,620	39,644	\$1,862	-12%	-3%
Total	6,586,203	6,882,531	\$417,329	-1%	6%
MULTIFAMILY:					
207 Rental Housing	1,658	300,508	\$6,782	-6%	-8%
213 Cooperatives	310	38,826	\$217	-6%	-12%
221 Low Income	6,518	659,755	\$19,142	-2%	1%
221(d)(3)BMIR Low Income	532	64,526	\$402	-7%	-11%
232 Nursing Homes	870	115,871	\$4,542	-1%	3%
236 Interest Subsidy	3,076	348,398	\$4,311	-5%	-7%
242 Hospitals	68	26,768	\$3,546	-17%	-7%
Coinurance	234	54,913	\$1,992	-21%	-19%
Coin-Conversion	313	67,399	\$1,789	-17%	-15%
Other	2,057	277,843	\$7,702	22%	27%
Total	16,636	1,952,805	\$50,435	-2%	0%
TITLE I:					
Property Improvement	343,219	343,219	\$4,380	-6%	-2%
Manufactured Housing	90,955	90,955	\$1,474	-18%	-18%
Total	434,174	434,174	\$5,854	-9%	-6%
FHA NOTE PORTFOLIOS					
Single Family	12,372	N/A	\$685	-12%	-11%
Multifamily	1,069	127,788	1,920	-1%	-8%
Title I	50,083	50,083	\$534	22%	41%
FHA PROPERTY PORTFOLIOS					
Single Family	39,071	N/A	\$3,124 **	31%	36% ***
Multifamily	54	6,115	\$132	6%	-11%

* Unpaid Principal Balance for Insured and Note Portfolios and Acquisition Cost for Property Portfolios.
 ** Estimated by Program Office, using a 12-month average acquisition cost of \$79,962 for 10/97 thru 9/98.
 *** Calculated by Program Office, using a 12-month acquisition cost of \$77,043 for October 1996 through September 1997 and a case count of 29,904 for September 1997.

FHA-Housing Comptroller

Page 1

PORTFOLIO AND PRODUCTION REPORT Production Activities

September 1998

SINGLE FAMILY:	Current Month			Current FYTD			Prior FYTD			Percent Change From Prior FYTD	
	Cases	Units	(\$Mill)	Cases	Units	(\$Mill)	Cases	Units	(\$Mill)	Cases	Dollars
203(b) MMI Fund	93,858	98,740	\$8,801	971,218	1,023,665	\$90,409	701,842	740,358	\$61,082	38%	48%
234 Condominiums	8,757	8,757	\$768	91,792	91,792	\$7,975	58,462	58,462	\$4,759	57%	68%
203(K)	1,313	1,616	\$125	14,130	17,864	\$1,329	18,104	24,997	\$1,606	-22%	-17%
Other	575	581	\$41	5,035	5,100	\$341	6,217	6,486	\$410	-19%	-17%
Total	104,503	109,694	\$9,735	1,082,175	1,138,421	\$100,054	784,625	830,303	\$67,857	38%	47%
MULTIFAMILY:											
207 Rental Housing*	4	586	\$22	144	19,243	\$465	229	41,591	\$1,280	-37%	-64%
221 Low Income	11	1,989	\$125	214	35,861	\$2,009	144	25,475	\$1,343	49%	50%
232 Nursing Homes	7	660	\$44	148	15,953	\$893	173	20,303	\$994	-14%	-10%
242 Hospitals	0	0	\$0	5	1,238	\$126	2	1,093	\$123	150%	2%
Other	19	2,096	\$108	219	28,149	\$977	149	23,038	\$776	47%	26%
Total	41	5,331	\$299	730	100,444	\$4,470	697	111,500	\$4,516	5%	-1%
TITLE I:											
Property Improvement	5,757	5,757	\$87	64,140	64,140	\$962	91,674	91,674	\$1,396	-30%	-31%
Manufactured Housing**	31	31	\$1	595	595	\$16	2,355	2,355	\$65	-75%	-75%
Total	5,788	5,788	\$88	64,735	64,735	\$978	94,029	94,029	\$1,461	-31%	-33%
PROPERTY SALES ACTIVITIES***											
	Current Month			Current FYTD			Prior FYTD			Percent Change From Prior FYTD	
	Cases	Units	(\$Mill)	Cases	Units	(\$Mill)	Cases	Units	(\$Mill)	Cases	Dollars
Single Family	9,158	N/A	\$528 +	64,536	N/A	\$3,720	58,781	N/A	\$3,260 ++	10%	14% +
Multifamily	11	2,735	\$0 ***	33	6,100	\$18	54	9,901	\$10	-39%	80%

* Only 207/223(f) existing rental project loans continue to be endorsed in this category.

** Current month activity dollars have been rounded. FYTD numbers have been adjusted due to loans previously processed and then cancelled.

*** Dollars represent sales prices.

+ Estimated by Program Office using a 12-month average sales price of \$57,637 for October 1997 thru September 1998.

++ Estimated by Program Office Using a 12-Month average sales price of \$55,665 for properties sold October 1996 thru September 1997.

+++ Negotiated Sales.

PORTFOLIO AND PRODUCTION REPORT
Status of FHA Portfolios

September 1998

	Current Month		Same Month From Prior Year	
	Number	Percent	Number	Percent
FHA INSURED PORTFOLIOS				
SINGLE FAMILY:				
Current	6,372,509	96.76%	6,417,956	96.94%
Defaults	213,694	3.24%	202,342	3.06%
Total	6,586,203	100%	6,620,298	100%
Cures*	24,302	11.61%	22,384	11.37%
FHA NOTE PORTFOLIOS				
SINGLE FAMILY:				
Assignment 3 Years or Less				
Current	1,539	28%	2,713	35%
Delinquent	3,346	60%	3,129	40%
Other**	697	12%	1,897	25%
Subtotal	5,582	100%	7,739	100%
Assignments More Than 3 Years				
Current	1,441	21%	1,287	20%
Delinquent	3,075	45%	2,087	33%
Other**	2,274	33%	2,989	47%
Subtotal	6,790	100%	6,363	100%
Total	12,372	N/A	14,102	N/A
MULTIFAMILY:				
Current	666	62%	642	59%
Delinquent	352	33%	371	34%
Others**	51	5%	72	7%
Total	1,069	100%	1,085	100%
Mortgage In Possession (MIP)***	29	3%	22	2%

* Percentage is number of cures divided by number of defaults at beginning of month.
 ** Includes cases in foreclosure, without accounting data or with payments suspended.
 *** Notes for which FHA MIP are included in delinquent and other (in foreclosure) categories, unpaid balance is \$88 million.

FHA-Housing Comptroller

Page 3

PORTFOLIO AND PRODUCTION REPORT
Market Comparisons

September 1998

	Current Month		Current FYTD		Prior FYTD		Percent Change From Prior FYTD	
	Cases	(\$Millions)	Cases	(\$Millions)	Cases	(\$Millions)	Cases	Dollars
SINGLE FAMILY APPLICATIONS								
Conventional	166,819	NA	1,775,628	NA	1,227,269	NA	45%	NA
FHA	130,873	NA	1,412,668	NA	1,062,740	NA	33%	NA
Ratio	122.9%	NA	125.7%	NA	115.5%	NA	NA	NA
SINGLE FAMILY INSURANCE WRITTEN								
Conventional	136,929	\$17,370	1,309,443	\$165,790	947,754	\$116,135	38%	43%
FHA	104,503	\$9,735	1,082,175	\$100,054	784,625	\$67,857	38%	47%
Ratio	131.0%	178.4%	121.0%	165.7%	120.8%	171.1%	NA	NA
HOME SALES MARKET								
FHA Insurance*	77,750	NA	834,297	NA	706,800	NA	18%	NA
Home Sales**	463,333	NA	5,475,750	NA	4,883,000	NA	12%	NA
FHA Share	16.8%	NA	15.2%	NA	14.5%	NA	NA	NA

* Excludes refinancings and assumes insurance occurs exactly one month after home sales.
 ** Includes new and existing construction home sales.

Portfolio and Production Report
Fiscal Year 1998 Adjustable Rate Mortgage Activity

September 1998

COMPARISON OF ADJUSTABLE RATE MORTGAGES (ARMS) TO ALL SINGLE FAMILY MORTGAGES
 ENDORSEMENTS BY FISCAL YEAR AND TERMINATION RATES AS OF SEPTEMBER 30, 1998

F. Y.	ENDORSEMENTS			CUMULATIVE CLAIMS RATE		CUMULATIVE NON-CLAIM TERM RATE		AVERAGE CONTRACT INTEREST RATE		AVERAGE MORTGAGE AMOUNT	
	ARMS	TOTAL	% ARMS	ARMS	TOTAL	ARMS	TOTAL	ARMS	TOTAL	ARMS	TOTAL SF
1985	518	371,385	0.1	18.3	17.3	54.4	73.9	11.6	12.4	\$57,722	\$58,703
1986	6,878	797,747	0.9	13.4	13.1	55.1	69.5	9.1	10.4	\$62,871	\$61,444
1987	15,150	1,358,313	1.1	10.3	9.2	55.0	62.5	7.7	9.4	\$66,965	\$62,275
1988	31,659	774,409	4.1	9.4	9.1	56.2	67.7	8.8	10.0	\$68,596	\$60,984
1989	9,843	623,321	1.6	10.1	9.5	55.0	69.9	9.1	10.1	\$71,852	\$62,467
1990	4,742	777,072	0.6	7.5	7.3	55.3	69.9	8.6	9.7	\$78,800	\$65,642
1991	21,793	711,399	3.1	6.9	6.2	48.1	68.4	7.7	9.5	\$82,627	\$68,185
1992	96,271	658,653	14.6	6.1	4.8	46.8	54.2	6.5	8.4	\$84,312	\$70,481
1993	124,122	935,452	13.3	5.4	3.6	43.0	39.1	6.1	7.7	\$88,613	\$73,564
1994	203,187	1,333,794	15.2	5.0	3.1	37.3	27.8	5.9	7.3	\$92,542	\$75,129
1995	148,060	580,772	25.5	4.4	3.4	44.0	33.9	7.2	8.1	\$92,661	\$78,412
1996	175,511	791,086	22.2	2.1	1.7	36.5	19.8	6.5	7.5	\$96,880	\$83,527
1997	224,775	784,625	28.6	0.6	0.5	22.7	15.0	6.6	7.6	\$98,848	\$86,483
1998	217,305	1,082,175	20.1	0.1	0.0	5.7	2.7	6.3	7.2	\$103,224	\$92,457

FHA-Housing Comptroller

Page 5

Portfolio and Production Report

Fiscal Year 1998 PD Sale Mortgage Activity

September 1998

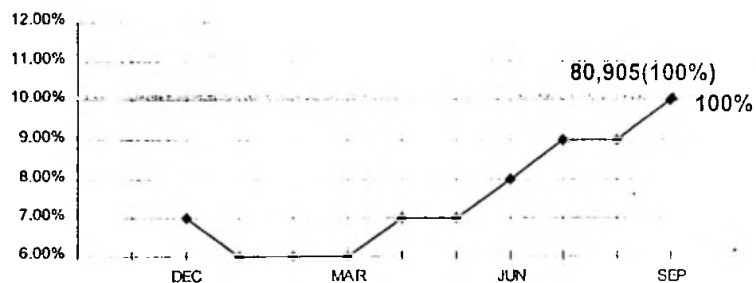
COMPARISON OF PD SALE MORTGAGES (PD'S) TO ALL SINGLE FAMILY MORTGAGES
 ENDORSEMENTS BY FISCAL YEAR AND TERMINATION RATES AS OF SEPTEMBER 30, 1998
 PD'S IDENTIFIED BY CONSTRUCTION STATUS EQUAL TO 9

F. Y.	ENDORSEMENTS			CUMULATIVE CLAIMS RATE		CUMULATIVE NON-CLAIM TERM RATE		AVERAGE CONTRACT INTEREST RATE		AVERAGE MORTGAGE AMOUNT	
	PD'S	TOTAL	% PDS	PD'S	TOTAL	PD'S	TOTAL	PD'S	TOTAL	PD'S	TOTAL SF
1985	985	371,385	0.3	10.6	17.3	69.4	73.9	12.1	12.4	\$37,788	\$58,703
1986	1,097	797,747	0.1	22.6	13.1	44.4	69.5	10.3	10.4	\$45,918	\$61,444
1987	1,745	1,358,313	0.1	11.5	9.2	58.0	62.5	9.7	9.4	\$56,429	\$62,275
1988	35,150	774,409	4.5	11.4	9.1	60.6	67.7	10.0	10.0	\$49,290	\$60,984
1989	39,595	623,321	6.4	13.1	9.5	61.8	69.9	10.2	10.1	\$50,063	\$62,467
1990	45,112	777,072	5.8	11.2	7.3	60.7	69.9	9.8	9.7	\$51,426	\$65,642
1991	39,861	711,399	5.6	9.7	6.2	60.2	68.4	9.6	9.5	\$51,709	\$68,185
1992	33,536	658,653	5.1	7.4	4.8	45.4	54.2	8.7	8.4	\$54,254	\$70,481
1993	31,941	935,452	3.4	6.4	3.6	29.7	39.1	7.9	7.7	\$59,849	\$73,564
1994	30,725	1,333,794	2.3	5.6	3.1	20.8	27.8	7.6	7.3	\$62,425	\$75,129
1995	24,719	580,772	4.3	6.2	3.4	31.3	33.9	8.7	8.1	\$63,993	\$78,412
1996	23,110	791,086	2.9	3.9	1.7	15.3	19.8	8.1	7.5	\$67,491	\$83,527
1997	24,057	784,625	3.1	1.3	0.5	15.4	15.0	8.4	7.6	\$68,347	\$86,483
1998	27,902	1,082,175	2.6	0.1	0.0	4.4	2.7	7.8	7.2	\$73,802	\$92,457

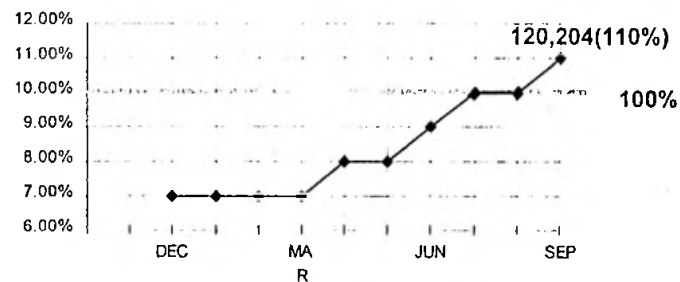
Fiscal Year 1998
Management Plan

SEPTEMBER 1998

Goal 1a: Perform 10% Single Family Field Reviews of Loans

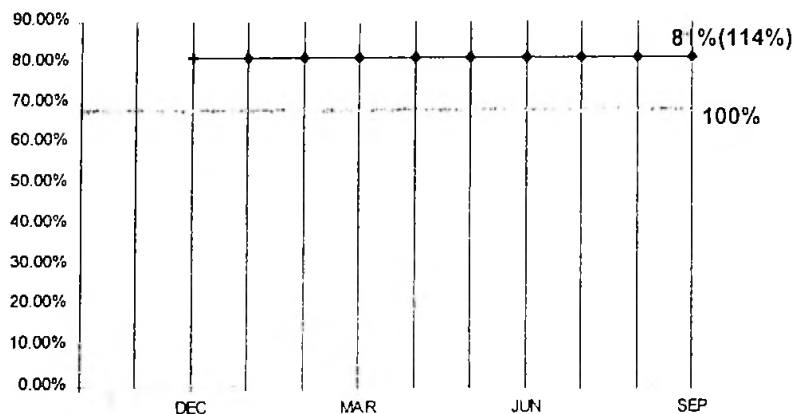


Goal 1b: Perform 10% Single Family Technical Reviews of Loans

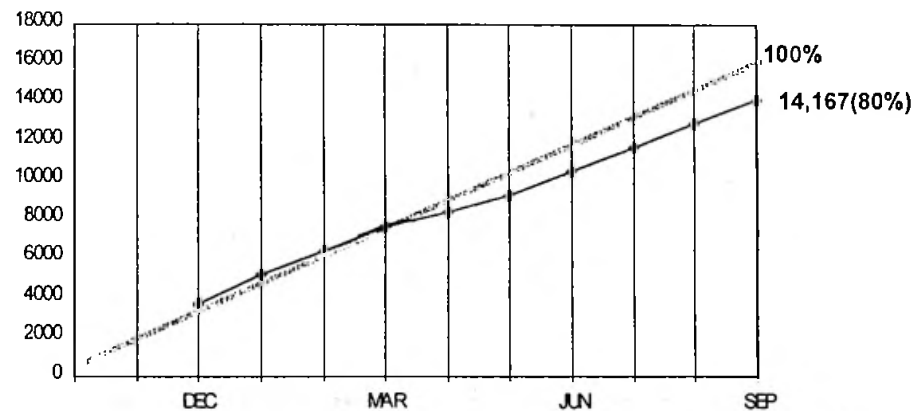


Goal 2: Production - Issue 71.3% of Endorsements to

First-Time Homebuyers



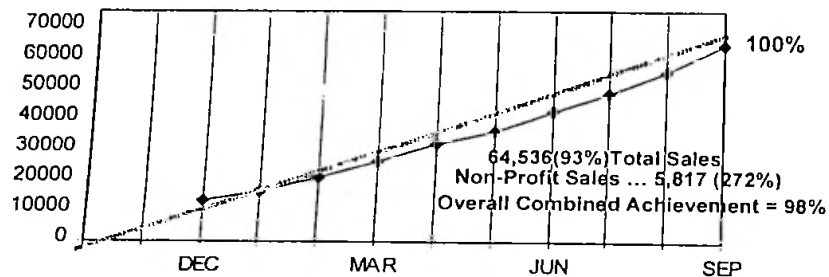
Goal 3: Production - Endorse 17,720 Section 203(k) Loans



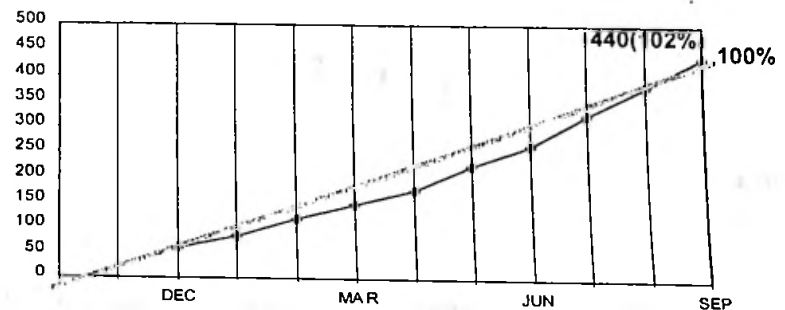
FY 1998 Management Plan
Goals Summary - FYTD Accomplishments

September 1998

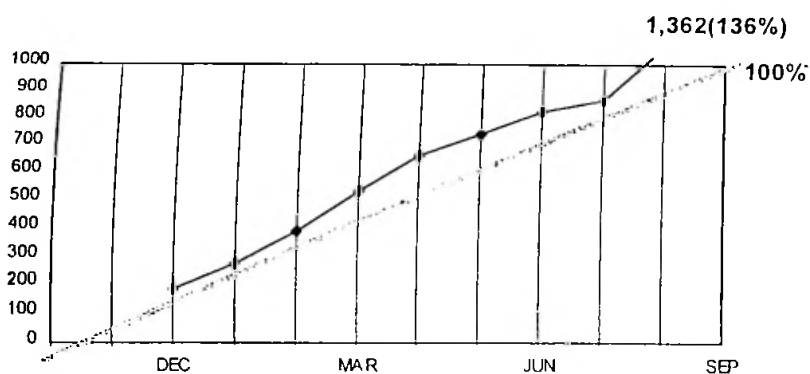
Goal 4: Close the Sale of 69,692 Total Properties and 2,142 Properties to Non-Profits



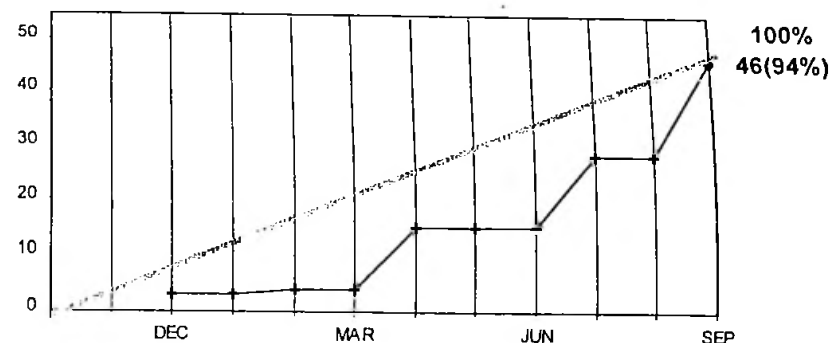
Goal 5: Perform 430 Mortgagee Monitoring Reviews



Goal 7: Issue 998 Multifamily Combined Endorsements and Direct Loans



Goal 8: Portfolio Reengineering - Endorse 49 Restructured Loans



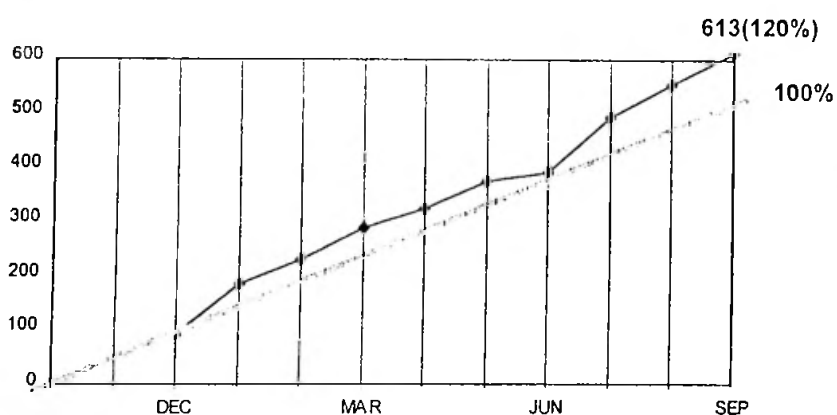
FHA Housing Comptroller

FY 1998 Management Plan

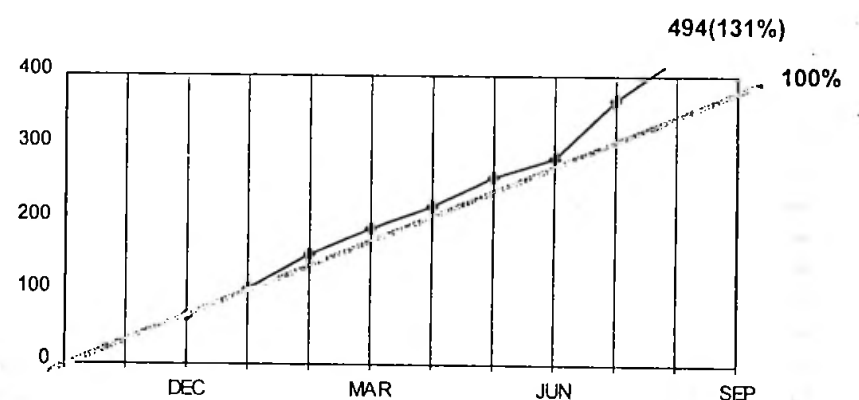
Goals Summary - FYTD Accomplishments

September 1998

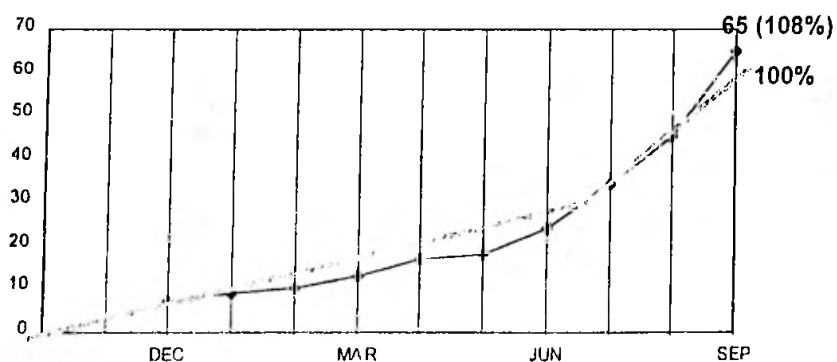
Goal 9a: Place 510 Troubled Projects Under Compliance Plans



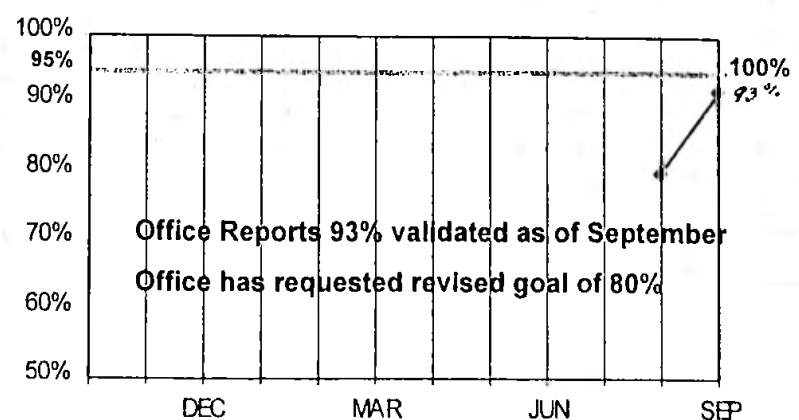
Goal 9b: Complete 376 Troubled Project Compliance Plans



Goal 10: Property Disposition - Dispose of 60 HUD-Owned Projects and Projects in the Foreclosure Pipeline



Goal 11: Improve Multifamily Systems - Obtain 95 Percent Data Accuracy by September 30, 1998



FY 1998 Management Plan
Goal 1a: Single Family Field Reviews of Loans

September 1998

**Philadelphia Homeownership
Center Jurisdiction**

FIELD OFFICE	CURRENT MONTH			FYTD		
	# OF APPR	FIELD REVIEWS	FYTD %	# OF APPR	FIELD REVIEWS	FYTD %
Baltimore	2,011	330	17%	21,556	3,608	16%
Providence	326	88	27%	3,252	523	16%
Pittsburgh	517	91	18%	5,923	840	14%
Hartford	935	118	13%	8,638	1,176	14%
Grand Rapids	883	255	29%	7,664	962	13%
Charleston	47	44	94%	1,606	200	12%
Boston	1,244	374	30%	10,585	1,238	12%
Manchester	664	72	11%	6,253	720	12%
Washington, DC	1,849	191	10%	22,589	2,571	11%
Camden	1,052	109	10%	10,106	1,139	11%
Philadelphia	2,076	343	17%	19,258	2,131	11%
Albany	970	249	26%	8,259	764	9%
Columbus	793	198	25%	9,928	859	9%
Cleveland	1,102	165	15%	13,255	1,123	8%
Buffalo	895	59	7%	7,157	528	7%
Cincinnati	865	128	15%	9,687	701	7%
New York	1,702	261	15%	17,702	1,273	7%
Newark	1,395	108	8%	11,624	833	7%
Richmond	2,140	209	10%	20,134	1,179	6%
Detroit	2,352	298	13%	22,981	789	3%
HOC TOTAL	23,918	3,698	15%	238,157	23,057	10%

**Denver Homeownership
Center Jurisdiction**

FIELD OFFICE	CURRENT MONTH			FYTD		
	# OF APPR	FIELD REVIEWS	FYTD %	# OF APPR	FIELD REVIEWS	FYTD %
Houston	1,230	380	31%	13,743	1,027	14%
Milwaukee	435	122	28%	4,407	599	14%
San Antonio	1,584	0	0%	17,179	2,068	12%
Albuquerque	458	18	4%	4,972	587	12%
Fort Worth	1,529	253	17%	14,539	1,623	10%
Holena	265	33	12%	3,224	335	10%
Salt Lake City	814	100	12%	10,621	1,102	10%
Dallas	1,450	245	17%	13,907	1,420	10%
Minn.-St. Paul	1,439	162	11%	16,324	1,651	10%
St. Louis	885	97	11%	8,797	811	9%
Lubbock	758	286	38%	6,299	580	9%
New Orleans	827	308	37%	7,811	690	9%
Des Moines	399	0	0%	3,647	259	7%
Little Rock	675	34	5%	6,894	422	6%
Kansas City	1,168	0	0%	12,347	621	5%
Denver	3,678	242	7%	36,858	1,707	5%
Shreveport	264	15	6%	2,850	116	4%
Omaha	538	0	0%	4,792	139	3%
Oklahoma City	878	0	0%	7,226	30	0%
Tulsa	574	0	0%	4,904	8	0%
HOC TOTAL	19,848	2,295	12%	201,341	16,595	8%

Perform 10% field reviews of appraisals assigned. This goal is the responsibility of the four HOC Directors, who will expect their "feeder offices" to maintain the 10% performance standard until that capability no longer exists.

Data Source: Computerized Homes Underwriting Management System (CHUMS), F17

Headquarters Contact: Vance Morris 202-708-2700

FHA-Housing Comptroller

Page 10

FY 1998 Management Plan
Goal 1a: Single Family Field Reviews of Loans

September 1998

**Atlanta Homeownership
Center Jurisdiction**

FIELD OFFICE	CURRENT MONTH			FYTD		
	# OF APPR	FIELD REVIEWS	FYTD %	# OF APPR	FIELD REVIEWS	FYTD %
Nashville	787	1,049	133%	8,394	3,641	39%
Memphis	900	973	101%	9,187	2,922	32%
Columbia	404	155	38%	5,319	1,631	31%
Coral Gables	2,011	637	32%	6,916	1,183	17%
Orlando	1,236	298	24%	7,807	1,162	15%
Jackson	482	105	22%	4,841	656	14%
Chicago	3,472	723	21%	12,631	1,510	12%
Louisville	683	118	17%	19,732	2,181	11%
Tampa	1,215	156	13%	21,473	2,293	11%
Birmingham	756	84	11%	39,292	4,138	11%
Jacksonville	694	54	8%	28,580	2,528	9%
Indianapolis	1,909	124	6%	6,661	573	9%
Atlanta	2,607	169	6%	12,570	887	7%
Greensboro	1,593	81	5%	12,748	886	7%
Caribbean	755	6	1%	15,914	1,101	7%
Knoxville	538	0	0%	5,364	107	2%
HOC TOTAL	20,102	4,732	24%	218,519	27,399	13%

**Santa Ana Homeownership
Center Jurisdiction**

FIELD OFFICE	CURRENT MONTH			FYTD		
	# OF APPR	FIELD REVIEWS	FYTD %	# OF APPR	FIELD REVIEWS	FYTD %
Sacramento	980	193	20%	13,297	1,674	13%
Phoenix	1,903	531	28%	18,109	2,103	12%
Anchorage	375	135	36%	3,084	354	11%
Las Vegas	851	81	10%	8,009	904	11%
Tucson	206	119	45%	2,797	289	10%
Seattle/Spokane	1,619	391	24%	17,082	1,683	10%
San Francisco	880	171	20%	8,475	789	9%
Portland	806	94	12%	8,064	693	9%
Santa Ana	2,585	40	2%	26,800	2,248	8%
Boise	598	64	11%	4,680	387	8%
Fresno	1,548	79	5%	14,668	1,104	8%
Reno	195	52	27%	2,376	163	7%
San Diego	613	0	0%	6,485	428	7%
Los Angeles	2,992	84	3%	36,859	1,007	3%
Honolulu	170	0	0%	1,409	28	2%
HOC TOTAL	16,361	2,034	12%	172,194	13,854	8%
NATIONAL TOTAL	80,229	12,759	16%	830,211	80,905	10%

Perform 10% field reviews of appraisals assigned. This goal is the responsibility of the four HOC Directors, who will expect their "feeder offices" to maintain the 10% performance standard until that capability no longer exists.

Data Source: Computerized Homes Underwriting Management System (CHUMS), F17

Headquarters Contact: Vance Morris 202-708-2700

Philadelphia Homeownership
Center Jurisdiction

Field Office	CURRENT MONTH			FYTD		
	# of Loans	Tech. Reviews	FYTD % %	# of Loans	Tech. Reviews	FYTD % %
Baltimore	3,072	384	13%	32,810	4,081	12%
Grand Rapids	1,627	80	5%	9,088	1,122	12%
Newark	1,714	273	16%	18,851	1,945	12%
Cleveland	1,340	245	18%	14,649	1,691	12%
Manchester	820	160	20%	7,992	881	11%
Providence	402	75	19%	3,997	440	11%
Buffalo	917	148	16%	8,817	911	10%
Camden	1,315	231	18%	13,142	1,346	10%
Pittsburgh	661	115	17%	6,533	687	10%
Richmond	2,495	443	18%	24,321	2,466	10%
Cincinnati	1,149	221	19%	12,471	1,253	10%
Charleston	143	24	17%	1,494	149	10%
Columbus	1,180	155	13%	11,578	1,150	10%
Detroit	2,614	254	10%	25,699	2,550	10%
Philadelphia	2,529	412	16%	24,603	2,394	10%
New York	2,036	286	14%	18,234	1,726	9%
Washington, DC	3,383	377	11%	37,273	3,455	9%
Boston	1,207	200	17%	13,192	1,216	9%
Albany	955	172	18%	10,449	960	9%
Hartford	1,120	182	16%	11,782	1,037	9%
HOC TOTAL	30,679	4,435	14%	304,775	31,420	10%

Denver Homeownership
Center Jurisdiction

Field Office	CURRENT MONTH			FYTD		
	# of Loans	Tech. Reviews	FYTD % %	# of Loans	Tech. Reviews	FYTD % %
Little Rock	717	29	4%	8,268	1,528	18%
Omaha	689	4	1%	5,838	1,003	18%
Fort Worth	1,909	25	1%	16,534	2,583	16%
New Orleans	898	12	1%	8,939	1,340	15%
Shreveport	329	10	3%	3,035	442	15%
Oklahoma City	802	9	1%	7,801	1,083	14%
San Antonio	2,193	47	2%	19,342	2,518	13%
Tulsa	631	13	2%	4,918	619	13%
Salt Lake City	1,334	9	1%	15,084	1,875	12%
Albuquerque	641	0	0%	5,508	680	12%
Minn.-St. Paul	2,184	32	1%	22,390	2,720	12%
Kansas City	1,569	35	2%	16,062	1,892	12%
Lubbock	891	38	4%	7,200	842	12%
Dallas	1,665	19	1%	15,153	1,735	11%
Helena	328	28	9%	3,191	362	11%
St. Louis	1,238	14	1%	13,322	1,464	11%
Denver	4,558	47	1%	47,122	5,135	11%
Houston	1,480	36	2%	14,458	1,439	10%
Des Moines	424	27	6%	4,347	432	10%
Milwaukee	503	82	16%	5,147	486	9%
HOC TOTAL	24,981	516	2%	243,253	30,176	12%

Perform 10% technical reviews of mortgages registered. This goal is the responsibility of the four HOC Directors, who will expect their "feeder offices" to maintain the 10% performance standard until that capability no longer exists.
Data Source: Computerized Homes Underwriting Management System (CHUMS), F17
Headquarters Contact: Vance Morris 202-708-2700

FHA-Housing Comptroller

Page 12

FY 1998 Management Plan

Goal 1b: Single Family Technical Reviews of Loans

September 1998

Atlanta Homeownership
Center Jurisdiction

Field Office	CURRENT MONTH			FYTD		
	# of Loans	Tech. Reviews	FYTD % %	# of Loans	Tech. Reviews	FYTD % %
Indianapolis	2,214	433	20%	23,938	4,104	17%
Orlando	1,407	310	22%	15,836	2,255	14%
Columbia	495	109	22%	6,092	773	13%
Caribbean	1,044	149	14%	15,584	1,954	13%
Coral Gables	2,518	561	22%	27,876	3,252	12%
Tampa	1,259	216	17%	15,003	1,687	11%
Jackson	500	91	18%	6,172	688	11%
Jacksonville	824	229	28%	8,678	946	11%
Nashville	886	171	19%	9,882	1,038	11%
Memphis	1,240	312	25%	11,187	1,100	10%
Louisville	813	143	18%	7,742	761	10%
Birmingham	863	208	24%	10,249	990	10%
Knoxville	643	111	17%	6,165	593	10%
Greensboro	1,826	394	22%	21,141	1,903	9%
Atlanta	2,913	578	20%	32,508	2,819	9%
Chicago	4,560	852	19%	52,520	3,812	7%
HOC TOTAL	24,005	4,867	20%	270,573	28,675	11%

Santa Ana Homeownership
Center Jurisdiction

Field Office	CURRENT MONTH			FYTD		
	# of Loans	Tech. Reviews	FYTD % %	# of Loans	Tech. Reviews	FYTD % %
Sacramento	2,372	777	33%	21,948	4,022	18%
San Francisco	1,412	693	49%	13,457	2,091	16%
Las Vegas	1,233	379	31%	14,119	1,807	13%
Seattle/Spokane	2,024	93	5%	20,475	2,491	12%
Portland	1,002	45	4%	9,658	1,103	11%
Phoenix	2,653	393	15%	28,121	3,121	11%
Anchorage	639	1	0%	4,049	440	11%
Tucson	373	116	31%	4,149	430	10%
Los Angeles	4,705	2,770	59%	57,401	5,695	10%
Boise	594	40	7%	5,384	533	10%
Santa Ana	5,592	800	14%	54,839	5,294	10%
Reno	249	8	3%	3,150	279	9%
Honolulu	459	28	6%	2,720	224	8%
San Diego	1,140	89	8%	11,433	839	7%
Fresno	2,114	808	38%	21,785	1,564	7%
HOC TOTAL	26,561	7,040	27%	272,688	29,933	11%
National Totals	106,226	16,858	16%	1,091,289	120,204	11%

Perform 10% technical reviews of mortgages registered. This goal is the responsibility of the four HOC Directors, who will expect their "feeder offices" to maintain the 10% performance standard until that capability no longer exists.
Data Source: Computerized Homes Underwriting Management System (CHUMS), F17
Headquarters Contact: Vance Morris 202-708-2700

Philadelphia Homeownership
Center JurisdictionDenver Homeownership
Center Jurisdiction

Field Office	Target	Number		Actual FYTD %	FYTD % OF TARGET	Field Office	Target	Number		Actual FYTD %	FYTD % OF TARGET
		Endorsed	First Time					Endorsed	First Time		
Cleveland	71.5%	12,249	10,383	85%	110%	Shreveport	57.8%	2,611	2,004	77%	133%
Richmond	64.7%	19,286	14,713	76%	118%	Salt Lake City	64.6%	9,707	8,037	83%	128%
Buffalo	70.7%	7,341	6,042	82%	110%	Oklahoma City	62.5%	6,657	5,232	79%	126%
Camden	70.0%	9,470	7,575	80%	114%	Lubbock	63.3%	6,395	4,847	76%	120%
Providence	72.2%	3,127	2,571	82%	114%	Tulsa	62.9%	3,982	2,090	75%	119%
Boston	73.3%	9,694	8,083	83%	114%	Helena	63.3%	2,343	1,768	75%	119%
Newark	75.8%	11,955	10,180	85%	112%	Denver	65.1%	33,987	25,999	78%	118%
Baltimore	73.3%	21,247	17,473	82%	112%	San Antonio	68.0%	16,735	13,346	80%	117%
Columbus	73.3%	9,469	7,073	81%	111%	Fort Worth	65.0%	14,200	10,793	76%	117%
Washington	76.0%	22,367	18,757	84%	110%	Milwaukee	76.9%	4,296	3,824	89%	116%
Manchester	71.4%	8,478	5,093	79%	110%	Dallas	70.6%	12,619	10,310	82%	116%
Albany	76.3%	7,772	6,424	83%	108%	Little Rock	68.7%	6,847	5,365	78%	114%
Philadelphia	79.3%	19,493	16,629	85%	108%	Omaha	77.1%	5,280	4,635	88%	114%
New York	81.2%	13,655	11,925	87%	108%	Kansas City	71.0%	12,462	10,064	81%	114%
Cincinnati	73.0%	10,153	7,960	78%	107%	New Orleans	75.2%	7,565	6,440	85%	113%
Grand Rapids	71.1%	7,456	5,577	75%	105%	Houston	74.0%	12,515	10,433	83%	113%
Charleston	79.9%	1,358	1,132	83%	104%	Albuquerque	73.4%	4,247	3,475	82%	111%
Hartford	84.8%	9,749	8,561	88%	104%	Minn/St Paul	75.1%	17,942	14,676	82%	109%
Pittsburgh	85.2%	5,868	4,893	83%	98%	St Louis	73.1%	9,257	7,344	79%	109%
Detroit	85.6%	20,344	16,344	80%	94%	Des Moines	79.2%	3,959	3,263	82%	104%
HOC TOTALS	71.9%	228,525	187,988	82%	114%	HOC TOTALS	71.7%	193,606	154,845	80%	112%

The purpose of this goal is to increase the percentage, in each office, of the FHA-insured purchase mortgages issued to first-time homebuyers by three percent over FY 1995.

Data Source: Computerized Homes Underwriting Management System (CHUMS), F17

Headquarters Contact: Vance Morris 202-708-2700

FHA Housing Comptroller

FY 1998 Management Plan

Goal 2: Production - First-Time Homebuyers

September 1998

Atlanta Homeownership
Center JurisdictionSanta Ana Homeownership
Center Jurisdiction

Field Office	Target	Number		Actual FYTD %	FYTD % OF TARGET	Field Office	Target	Number		Actual FYTD %	FYTD % OF TARGET
		Endorsed	First Time					Endorsed	First Time		
Caribbean	51.4%	12,007	9,684	81%	157%	Tucson	64.0%	2,984	2,364	79%	124%
Atlanta	57.4%	25,321	20,351	80%	140%	Fresno	67.0%	15,731	12,647	80%	120%
Nashville	60.5%	7,831	6,039	77%	127%	Las Vegas	66.1%	10,024	7,565	75%	114%
Tampa	64.1%	12,375	9,700	78%	122%	Seattle/Spokane	68.0%	15,564	12,081	78%	114%
Jackson	65.8%	5,134	4,103	80%	121%	Santa Ana	73.0%	35,984	29,882	83%	114%
Jacksonville	63.3%	7,421	5,516	74%	117%	Boise	67.0%	4,606	3,508	76%	114%
Memphis	69.9%	9,379	7,615	81%	116%	Portland	74.1%	7,910	6,584	83%	112%
Knoxville	66.5%	5,130	3,954	77%	116%	Reno	64.7%	2,141	1,556	73%	112%
Orlando	67.3%	12,947	10,050	78%	115%	Phoenix	65.5%	20,259	14,692	73%	111%
Coral Gables	74.3%	22,982	19,287	84%	113%	Honolulu	75.6%	1,167	958	82%	109%
Greensboro	74.1%	17,781	14,497	82%	110%	Los Angeles	82.8%	39,583	35,373	89%	108%
Birmingham	72.3%	8,786	6,898	79%	109%	San Diego	77.4%	7,905	6,578	83%	108%
Louisville	76.3%	6,806	5,605	82%	108%	Anchorage	58.7%	2,746	1,731	63%	107%
Indianapolis	73.5%	20,114	15,789	78%	107%	Sacramento	76.8%	14,566	11,826	81%	106%
Columbia	78.5%	5,156	4,278	83%	106%	San Francisco	79.9%	9,872	7,866	80%	100%
Chicago	78.2%	37,021	29,804	81%	103%						
HOC TOTALS	65.1%	216,191	173,170	80%	123%	HOC TOTALS	70.7%	191,042	155,211	81%	115%
						National Totals	71.3%	829,364	671,214	81%	114%

The purpose of this goal is to increase the percentage, in each office, of the FHA-insured purchase mortgages issued to first-time homebuyers by three percent over FY 1995.

Data Source: Computerized Homes Underwriting Management System (CHUMS), F17

Headquarters Contact: Vance Morris 202-708-2700

**Philadelphia Homeownership
Center Jurisdiction**

FIELD OFFICE	TARGET	FYTD ACTUAL	FYTD %
Washington	398	477	120%
Baltimore	572	585	102%
Richmond	452	458	101%
Buffalo	360	351	98%
New York	1,072	938	88%
Cincinnati	103	82	80%
New ark	656	492	75%
Camden	263	195	74%
Columbus	188	138	73%
Albany	628	456	73%
Grand Rapids	177	125	71%
Boston	633	446	70%
Pittsburgh	252	177	70%
Cleveland	434	304	70%
Hartford	237	166	70%
Detroit	358	244	68%
Providence	167	96	57%
Philadelphia	435	233	54%
Charleston	25	12	48%
Manchester	532	240	45%
HOC Total	7,942	6,215	78%

**Denver Homeownership
Center Jurisdiction**

FIELD OFFICE	TARGET	FYTD ACTUAL	FYTD %
Dallas	239	292	122%
Shreveport	42	45	107%
Fort Worth	186	186	100%
Tulsa	133	122	92%
Albuquerque	24	19	79%
Helena	55	0	0%
Kansas City	214	154	72%
Denver	200	129	65%
San Antonio	238	151	63%
Salt Lake City	85	49	58%
New Orleans	213	120	56%
Little Rock	173	97	56%
Milwaukee	67	35	52%
St Louis	117	60	51%
Minn/St Paul	417	184	44%
Des Moines	37	16	43%
Oklahoma City	123	49	40%
Lubbock	122	27	22%
Omaha	46	6	13%
Houston	268	33	12%
HOC Total	2,999	1,774	59%

Offices will have a target of 105 percent of the estimated FY 1997 actual non-investor endorsements.
 Data Source: Computerized Homes Underwriting Management System (CHUMS), F17
 Headquarters Contact: Vance Morris 202-708-2700

FY 1998 Management Plan
Goal 3: Production - Section 203(k) Endorsements

September 1998

**Atlanta Homeownership
Center Jurisdiction**

FIELD OFFICE	TARGET	FYTD ACTUAL	FYTD %
Orlando	445	589	132%
Jacksonville	161	206	128%
Atlanta	267	338	127%
Columbia	317	333	105%
Chicago	543	520	96%
Greensboro	148	137	93%
Memphis	57	48	84%
Tampa	226	187	83%
Birmingham	43	34	79%
Coral Gables	125	80	64%
Caribbean	69	41	59%
Indianapolis	164	93	57%
Louisville	99	50	51%
Knoxville	124	59	48%
Nashville	59	22	37%
Jackson	15	2	13%
HOC Total	2,862	2,739	96%

**Santa Ana Homeownership
Center Jurisdiction**

FIELD OFFICE	TARGET	FYTD ACTUAL	FYTD %
Honolulu	12	26	217%
Fresno	349	575	165%
San Diego	182	234	129%
Phoenix	239	306	128%
Boise	29	29	100%
Las Vegas	34	33	97%
Sacramento	201	184	92%
Reno	22	20	91%
Seattle/Spokane	372	322	87%
Tucson	42	34	81%
Anchorage	27	21	78%
San Francisco	615	475	77%
Los Angeles	1,002	738	74%
Santa Ana	537	320	60%
Portland	254	122	48%
HOC Total	3,917	3,439	88%
National Total	17,720	14,167	80%

Offices will have a target of 105 percent of the estimated FY 1997 actual non-investor endorsements.
 Data Source: Computerized Homes Underwriting Management System (CHUMS), F17
 Headquarters Contact: Vance Morris 202-708-2700

Philadelphia Homeownership
Center Jurisdiction

Denver Homeownership
Center Jurisdiction

FIELD OFFICE	TOTAL SALES			SALES TO NONPROFITS				FIELD OFFICE	TOTAL SALES			SALES TO NONPROFITS			
	TARGET	FYTD SALES ACTUAL	FYTD %	TARGET	FYTD SALES ACTUAL	FYTD %	ACHIEVED OVERALL: FYTD %		TARGET	FYTD SALES ACTUAL	FYTD %	TARGET	FYTD SALES ACTUAL	FYTD %	ACHIEVED OVERALL: FYTD %
Grand Rapids	302	343	114%	31	102	329%	134%	Salt Lake City	50	85	170%	4	13	325%	181%
Columbus	313	402	128%	18	11	61%	125%	San Antonio	779	901	116%	10	110	1100%	128%
Cincinnati	201	229	114%	10	21	210%	118%	Denver	411	445	108%	23	74	322%	120%
Baltimore	1304	1453	111%	15	102	680%	118%	Little Rock	574	653	114%	21	28	133%	114%
Boston	442	457	103%	12	77	642%	118%	New Orleans	589	637	108%	41	75	183%	113%
Newark	474	483	102%	15	47	313%	108%	Fort Worth	3215	3070	95%	72	451	626%	107%
Buffalo	1150	1097	95%	31	177	571%	108%	Milwaukee	197	202	103%	10	19	190%	107%
Manchester	231	223	97%	22	34	155%	102%	Shreveport	301	322	107%	5	3	60%	106%
Camden	948	934	99%	21	46	219%	101%	Helena	79	82	104%	1	2	200%	105%
Cleveland	751	754	100%	93	91	98%	100%	Houston	1144	1196	105%	12	11	92%	104%
Richmond	2424	2252	93%	52	53	102%	93%	Omaha	146	151	103%	15	15	100%	103%
Hartford	1237	1063	86%	31	94	303%	91%	Lubbock	533	538	101%	5	2	40%	100%
Albany	1122	1011	90%	23	33	143%	91%	Kansas City	893	878	98%	15	17	113%	99%
Detroit	824	766	93%	51	26	51%	91%	Minneapolis/St Paul	1245	1222	98%	77	81	105%	99%
Washington	2322	1882	81%	15	227	1513%	90%	Albuquerque	108	110	102%	9	4	44%	97%
Philadelphia	1346	1219	91%	93	66	71%	89%	Des Moines	137	131	96%	4	2	50%	94%
Providence	253	214	85%	4	7	175%	86%	St Louis	746	664	89%	26	41	158%	91%
Pittsburgh	291	254	87%	10	4	40%	86%	Fargo	82	73	89%	1	1	100%	89%
New York	573	369	64%	31	144	465%	85%	Oklahoma City	529	461	87%	10	8	80%	87%
Charleston	82	63	77%	2	4	200%	80%	Tulsa	708	521	74%	22	53	241%	79%
HOC Total	16590	15468	93%	580	1366	236%	98%	HOC Total	12466	12342	99%	383	1010	264%	104%

An adjustment will be made during June 1998 to reflect actual acquisitions for the first eight months of FY 1998.
Data Source: SAMS (A78) Report Nos. CMSMHSO1 & CMSMSSO1, Summary of Reconciled Cases.
Headquarters Contact: Joe McCloskey, 202-708-0614 ext 2296

FHA-Housing Comptroller

FY 1998 Management Plan

Goal 4: Real Estate Owned (REO) Sales Performance

September 1998

Atlanta Homeownership
Center Jurisdiction

Santa Ana Homeownership
Center Jurisdiction

FIELD OFFICE	TOTAL SALES			SALES TO NONPROFITS				FIELD OFFICE	TOTAL SALES			SALES TO NONPROFITS			
	TARGET	FYTD SALES ACTUAL	FYTD %	TARGET	FYTD SALES ACTUAL	FYTD %	ACHIEVED OVERALL: FYTD %		TARGET	FYTD SALES ACTUAL	FYTD %	TARGET	FYTD SALES ACTUAL	FYTD %	ACHIEVED OVERALL: FYTD %
Tampa	1042	1184	114%	46	138	300%	122%	San Francisco	648	688	106%	103	552	536%	165%
Knoxville	222	248	112%	4	18	450%	118%	Boise	126	172	137%	1	27	2700%	157%
Orlando	1422	1623	114%	19	71	374%	118%	Sacramento	1459	1691	116%	7	105	1500%	123%
Jackson	455	523	115%	5	8	160%	115%	Anchorage	65	78	120%	3	4	133%	121%
Jacksonville	592	673	114%	10	17	170%	115%	Las Vegas	506	605	120%	12	10	83%	119%
Indianapolis	874	965	110%	21	44	210%	113%	San Diego	603	555	92%	12	173	1442%	118%
Birmingham	666	740	111%	10	15	150%	112%	Reno	51	59	116%	5	3	60%	111%
Atlanta	1967	2017	103%	41	137	334%	107%	Honolulu	148	153	103%	1	10	1000%	109%
Columbia	600	602	100%	19	20	105%	100%	Portland	61	64	105%	3	4	133%	106%
Nashville	294	298	98%	8	6	75%	97%	Seattle/Spokane	418	437	105%	7	8	114%	105%
Memphis	971	865	89%	26	78	300%	95%	Fresno	2369	2330	98%	15	43	287%	100%
Greensboro	805	714	89%	31	37	119%	90%	Phoenix	1210	1068	88%	52	116	223%	94%
Caribbean	129	110	85%	3	2	67%	85%	Tucson	187	173	93%	13	11	85%	92%
Coral Gables	2554	2084	82%	103	111	108%	83%	Santa Ana	11418	9694	85%	77	530	688%	89%
Chicago	2626	2020	77%	464	372	80%	77%	Los Angeles	5929	4140	70%	52	766	1473%	82%
Louisville	219	163	74%	6	5	83%	75%	HOC Total	25198	21907	87%	363	2362	651%	95%
HOC Total	15438	14819	96%	816	1079	132%	98%	National Totals	69692	64536	93%	2142	5817	272%	98%

An adjustment will be made during June 1998 to reflect actual acquisitions for the first eight months of FY 1998.
Data Source: SAMS (A78) Report Nos. CMSMHSO1 & CMSMSSO1, Summary of Reconciled Cases.
Headquarters Contact: Joe McCloskey, 202-708-0614 ext 2296

HOMEOWNERSHIP CENTER	TARGET	FYTD ACTUAL	FYTD %
Denver Homeownership Center	160	166	104%
Santa Ana Homeownership Center	70	73	104%
Atlanta Homeownership Center	130	131	101%
Philadelphia Homeownership Center	70	70	100%
Nationwide Total	430	440	102%

Data Source: To be defined by each Homeownership Center for the goal it identifies.
Headquarters Contact: Joy Hadley 708-3776 ext 146

FY 1998 Management Plan
Goal 6: Local Goal - HECM Production

September 1998

FIELD OFFICE	DESCRIPTION	TARGET	FYTD ACTUAL	FYTD %
HECM PRODUCTION				
Philadelphia Homeownership Center Jurisdiction				
Charleston	Increase HECM endorsements by 20 over FY 1997	11	27	245%
Grand Rapids	Increase HECM endorsements by 10% over FY 1997	25	48	192%
Newark	Increase HECM endorsements by 10% over FY 1997	178	287	161%
Columbus	Increase HECM endorsements by 10% over FY 1997	42	45	107%
Albany	Increase HECM endorsements by 10% over FY 1997	114	113	99%
Camden	Increase HECM endorsements by 2% over FY 1997	121	111	92%
Pittsburgh	Increase HECM endorsements by 10% over FY 1997	112	101	90%
Boston	Increase HECM endorsements by 5% over FY 1997	45	40	89%
Philadelphia	Increase HECM endorsements by 5% over FY 1997	366	270	74%
HOC Total		1,014	1,042	103%
Atlanta Homeownership Center Jurisdiction				
Indianapolis	Increase HECM endorsements by 10% over FY 1997	92	225	245%
Jacksonville	Increase HECM endorsements by 1% over FY 1997	24	51	213%
Louisville	Increase HECM endorsements by 15% over FY 1997	25	47	188%
Orlando	Increase HECM endorsements by 10% over FY 1997	40	74	185%
Atlanta	Increase HECM endorsements by 1% over FY 1997	46	79	172%
Tampa	Increase HECM endorsements by 5% over FY 1997	51	73	143%
Knoxville	Increase HECM endorsements by 20% over FY 1997	42	51	121%
Greensboro	Increase HECM endorsements by 5% over FY 1997	171	174	102%
Nashville	Increase HECM endorsements by 10% over FY 1997	15	15	100%
Memphis	Increase HECM endorsements by 10% over FY 1997	12	10	83%
HOC Total		518	799	154%

Each Single Family office has set a goal supporting the objective to create an environment that supports teamwork and organizational excellence.
Data Source: To be defined by each office for the goal it identifies..
Headquarters Contact: Vance Morris 708-2700

FY 1998 Management Plan
Goal 6: Local Goal - HECM Production

September 1998

FIELD OFFICE	DESCRIPTION	TARGET	FYTD ACTUAL	FYTD %
Denver Homeownership Center Jurisdiction				
Oklahoma City	Increase HECM endorsements by 10% over FY 1997	34	69	203%
St. Louis	Increase HECM endorsements by 10% over FY 1997	28	49	175%
Des Moines	Increase HECM endorsements by 10% over FY 1997	24	35	146%
Helena	Increase HECM endorsements by 3% over FY 1997	47	53	113%
Minneapolis	Increase HECM endorsements by 10% over FY 1997	70	68	97%
Salt Lake City	Increase HECM endorsements by 3% over FY 1997	184	166	90%
HOC Total		387	440	114%
Santa Ana Homeownership Center Jurisdiction				
Anchorage	Increase HECM endorsements by 33% over FY 1997	3	8	267%
Sacramento	Increase HECM endorsements by 10% over FY 1997	85	172	202%
Portland	Increase HECM endorsements by 10% over FY 1997	129	240	186%
Santa Ana	Increase HECM endorsements by 5% over FY 1997	132	219	166%
Seattle	Increase HECM endorsements by 10% over FY 1997	367	393	107%
HOC Total		716	1,032	144%
National Total		2,635	3,313	126%

Each Single Family office has set a goal supporting the objective to create an environment that supports teamwork and organizational excellence.

Data Source: To be defined by each office for the goal it identifies..

Headquarters Contact: Vance Morris 708-2700

FHA-Housing Comptroller

Page 22

FY 1998 Management Plan

Goal 6: Local Goal - Energy Efficient Mortgage Production (EEM)

September 1998

DESCRIPTION		TARGET	FYTD ACTUAL	FYTD %
Philadelphia Homeownership Center Jurisdiction				
New York	Increase EEMs insured by 10% over FY97	8	307	3838%
Albany	Increase EEMs insured by 10% over FY97	8	22	275%
Richmond	Increase EEMs insured by 5% over FY97	93	234	252%
Baltimore	Increase EEMs insured by 10% over FY97	90	217	241%
Providence	Increase EEMs insured by 25% over FY97	11	15	136%
Manchester	Increase EEMs insured by 20% over FY97	22	26	118%
HOC Total		232	821	354%
Atlanta Homeownership Center Jurisdiction				
Jackson	Increase EEMs insured by 300% over FY97	3	83	2767%
Birmingham	Increase EEMs insured by 3% over FY97	3	76	2533%
Louisville	Increase EEMs insured by 15% over FY97	17	27	159%
HOC Total		23	186	809%
Denver Homeownership Center Jurisdiction				
Helena	Increase EEMs insured by 2% over FY97	3	123	4100%
Albuquerque	Increase EEMs insured by 5% over FY97	6	107	1783%
Tulsa	Increase EEMs insured by 10% over FY97	6	43	717%
HOC Total		15	273	1820%
Santa Ana Homeownership Center Jurisdiction				
Tucson	Increase EEMs insured by 100% over FY97	6	40	667%
Boise	Increase EEMs insured by 50% over FY97	20	81	405%
Fresno	Increase EEMs insured by 10% over FY97	157	464	296%
San Francisco	Increase EEMs insured by 10% over FY97	204	205	100%
HOC Total		387	790	204%
National Total		657	2,070	315%

Goal 6: Local Goal - Underserved Areas

UNDERSERVED AREAS		TARGET	FYTD ACTUAL	FYTD %
FIELD OFFICE	DESCRIPTION			
Philadelphia Homeownership Center Jurisdiction				
Washington DC	Increase insurance in Washington, D.C. and inside Beltway Prince Georges County areas by 3% over Fiscal Year 1997	1,731	2,642	153%
Buffalo	Increase insurance in the City of Buffalo by 5% over Fiscal Year 1997	1,164	1,085	93%
HOC Total		2,895	3,727	129%
Atlanta Homeownership Center Jurisdiction				
Coral Gables	Increase insurance in Lee and Collier Counties by 10% over FY 97	2,242	3,059	136%
Birmingham	Increase insurance in Greene County, Alabama by 200% over FY 97	2	1	50%
Caribbean	Increase insurance in Santa Isabel by 1% over Fiscal Year 1997	1	0	0%
HOC Total		2,245	3,060	136%
Denver Homeownership Center Jurisdiction				
New Orleans	Increase insurance in Lafayette parish by 5% over Fiscal Year 1997	287	372	130%
Lubbock	Increase insurance in Amarillo, Texas by 5% over Fiscal Year 1997	748	908	121%
Fort Worth	Increase insurance in Bowie, Callahan and Milam Counties by 20% over Fiscal Year 1997	44	47	107%
Shreveport	Increase insurance in parishes of Natchitoches and DeSoto and Counties of Cass and Morris by 10% over Fiscal Year 1997	108	110	102%
Little Rock	Increase insurance in Lee and Monroe Counties by 50% over FY 97	15	13	87%
HOC Total		1,202	1,450	121%
Santa Ana Homeownership Center Jurisdiction				
Reno	Increase insurance in Winnemucca, NV (Humboldt County) by 15% over FY 97	25	17	68%
HOC Total		25	17	68%
National Total		6,367	8,254	130%

Goal 6: Local Goal - Increase Total Cases Insured

INCREASE TOTAL CASES INSURED		TARGET	FYTD ACTUAL	FYTD %
FIELD OFFICE	DESCRIPTION			
Philadelphia Homeownership Center Jurisdiction				
Providence	Increase total cases insured by 5% over FY 1997	3,038	3,997	132%
Buffalo	Increase total cases insured by 5% over FY 1997	8,097	8,817	109%
HOC Total		11,135	12,814	115%
Atlanta Homeownership Center Jurisdiction				
Orlando	Increase total cases insured by 5% over FY 1997	12,756	15,836	124%
Jacksonville	Increase total cases insured by 1% over FY 1997	7,691	8,678	113%
Columbia	Increase total cases insured by 5% over FY 1997	5,674	6,092	107%
HOC Total		26,121	30,606	117%
Denver Homeownership Center Jurisdiction				
Milwaukee	Increase total cases insured by 5% over FY 1997	3,755	5,147	137%
Salt Lake City	Increase total cases insured by 2% over FY 1997	11,503	15,084	131%
Houston	Increase total cases insured by 2% over FY 1997	11,075	14,458	131%
Dallas	Increase total cases insured by 2% over FY 1997	12,404	15,153	122%
Lubbock	Increase total cases insured by 5% over FY 1997	6,098	7,200	118%
San Antonio	Increase total cases insured by 5% over FY 1997	17,380	19,342	111%
HOC Total		62,215	76,384	123%
Santa Ana Homeownership Center Jurisdiction				
Los Angeles	Increase total cases insured by 1% over FY 1997	29,678	57,401	193%
San Diego	Increase total cases insured by 3% over FY 1997	8,148	13,457	165%
Las Vegas	Increase total cases insured by 5% over FY 1997	10,140	14,119	139%
HOC Total		47,966	84,977	177%
National Total		147,437	204,781	139%

INCREASE NEW CONSTRUCTION INSURANCE

FIELD OFFICE	DESCRIPTION	TARGET	FYTD	FYTD %
Philadelphia Homeownership Center Jurisdiction				
Hartford	Increase new construction insurance by 5% over FY 1997	228	143	63%
Atlanta Homeownership Center Jurisdiction				
Tampa	Increase new construction insurance by 5% over FY 1997	443	717	162%
Santa Ana Homeownership Center Jurisdiction				
Reno	Increase new construction insurance by 10% over FY 1997	353	354	100%
National Total		1,024	1,214	119%

Each Single Family office has set a goal supporting the objective to create an environment that supports teamwork and organizational excellence.

FIELD OFFICE	DESCRIPTION	TARGET	FYTD ACTUAL	FYTD %
Philadelphia Homeownership Center Jurisdiction				
Richmond	Conduct 4 HELP Counseling sessions	4	114	2850%
New York	Conduct 1 HELP Counseling session	1	10	1000%
Charleston	Conduct 5 HELP Counseling sessions	5	18	360%
Baltimore	Conduct 6 HELP Counseling sessions	6	16	267%
Boston	Conduct 2 HELP Counseling sessions	2	5	250%
Washington D C	Conduct 6 HELP Counseling sessions	6	15	250%
Cincinnati	Conduct 2 HELP Counseling sessions	2	4	200%
Cleveland	Conduct 4 HELP Counseling sessions	4	8	200%
Hartford	Conduct 2 HELP Counseling sessions	2	3	150%
Philadelphia	Conduct 4 HELP Counseling sessions	4	6	150%
Newark	Conduct 4 HELP Counseling sessions	4	4	100%
Manchester	Conduct 8 HELP Counseling sessions	8	6	75%
Pittsburgh	Conduct 8 HELP Counseling sessions	8	3	38%
Detroit	Conduct 10 HELP Counseling sessions	10	27	0%
Camden	Conduct 1 HELP Counseling session	1	0	0%
Albany		0	0	.
Bangor		0	6	.
Buffalo		0	0	.
Burlington		0	0	.
Columbus		0	4	.
Flint		0	0	.
Grand Rapids		0	0	.
Providence		0	15	.
Wilmington		0	0	.
H O C Total		67	264	394%
Atlanta Homeownership Center Jurisdiction				
Chicago	Conduct 10 HELP Counseling sessions	10	12	120%
Nashville	Conduct 5 HELP Counseling sessions	5	6	120%
Atlanta	Conduct 10 HELP Counseling sessions	10	11	110%
Greensboro	Conduct 10 HELP Counseling sessions	10	11	110%
Caribbean	Conduct 7 HELP Counseling sessions	7	7	100%
Columbia	Conduct 5 HELP Counseling sessions	5	5	100%
Coral Gables	Conduct 5 HELP Counseling sessions	5	5	100%
Jackson	Conduct 2 HELP Counseling sessions	2	2	100%
Knoxville	Conduct 5 HELP Counseling sessions	5	5	100%
Memphis	Conduct 5 HELP Counseling sessions	5	5	100%
Indianapolis		0	3	.
Jacksonville		0	3	.
Tampa		0	4	.
H O C Total		64	79	123%

* Percentage is not calculated because target is zero.

FIELD OFFICE	DESCRIPTION	TARGET	FYTD ACTUAL	FYTD %
Denver Homeownership Center Jurisdiction				
Oklahoma City	Conduct 4 HELP Counseling sessions	4	13	325%
Fort Worth	Conduct 4 HELP Counseling sessions	4	10	250%
Albuquerque	Conduct 3 HELP Counseling sessions	3	5	167%
Dallas	Conduct 6 HELP Counseling sessions	6	9	150%
Denver	Conduct 13 HELP Counseling sessions	13	19	146%
Tulsa	Conduct 3 HELP Counseling sessions	3	4	133%
Kansas City	Conduct 6 HELP Counseling sessions	6	6	100%
Little Rock	Conduct 6 HELP Counseling sessions	6	6	100%
Omaha	Conduct 3 HELP Counseling sessions	3	3	100%
San Antonio	Conduct 5 HELP Counseling sessions	5	5	100%
Shreveport	Conduct 4 HELP Counseling sessions	4	4	100%
New Orleans	Conduct 6 HELP Counseling sessions	6	2	33%
Houston	Conduct 4 HELP Counseling sessions	4	1	25%
Helena		0	2	*
Salt Lake City		0	10	*
HOC Total		67	99	148%
Santa Ana Homeownership Center Jurisdiction				
Phoenix	Conduct 2 HELP Counseling sessions	2	10	500%
Honolulu	Conduct 3 HELP Counseling sessions	3	6	200%
Los Angeles		0	3	*
San Diego		0	5	*
Tucson		0	6	*
HOC Total		5	30	600%
National Total		203	472	233%

* Percentage is not calculated because target is zero.

FHA-Housing Comptroller

FY 1998 Management Plan

Goal 7: Production - Issue Multifamily Combined Endorsements and Direct Loans September 1998

FIELD OFFICE	A) FIAA Endorsed			B) HFA Risk-Sharing			C) Initial 202/811 Closings			D) Final 202/811 Closings			COMBINED ACHIEVEMENT		
	TARGET	FYTD ACTUAL	FYTD %	TARGET	FYTD ACTUAL	FYTD %	TARGET	FYTD ACTUAL	FYTD %	TARGET	FYTD ACTUAL	FYTD %	TARGET	FYTD ACTUAL	FYTD %
MINNEAPOLIS HUB	23	50	217%	2	8	400%	11	19	173%	12	12	100%	48	89	185%
DENVER HUB	13	49	377%	9	9	100%	9	8	89%	9	8	89%	40	74	185%
GREENSBORO HUD	27	42	156%	0	0	*	8	19	238%	21	29	138%	56	90	161%
FT. WORTH HUB	52	82	158%	0	3	*	18	32	178%	22	26	118%	92	143	155%
LOS ANGELES HUB	14	32	229%	0	4	*	15	14	93%	10	10	100%	39	60	154%
JACKSONVILLE HUB	20	39	195%	5	9	180%	19	26	137%	29	37	128%	73	111	152%
BUFFALO HUB	18	31	172%	0	0	*	8	12	150%	8	6	75%	34	49	144%
SEATTLE HUB	12	14	117%	2	3	150%	10	21	210%	10	11	110%	34	49	144%
SAN FRANCISCO HUB	26	47	181%	6	7	117%	18	16	89%	17	24	141%	67	94	140%
CHICAGO HUB	20	30	150%	1	4	400%	10	15	150%	12	10	83%	43	59	137%
KANSAS CITY HUB	15	20	133%	0	1	*	14	16	114%	17	19	112%	46	56	122%
DETROIT HUB	5	15	300%	0	0	*	7	3	43%	7	5	71%	19	23	121%
PHILADELPHIA HUB	16	18	113%	3	0	0%	29	37	128%	24	31	129%	72	86	119%
COLUMBUS HUB	30	35	117%	0	3	*	18	15	83%	14	21	150%	62	74	119%
BALTIMORE HUB	30	40	133%	1	2	200%	18	17	94%	14	14	100%	63	73	116%
BOSTON HUB	33	38	115%	6	6	100%	22	26	118%	22	24	109%	83	94	113%
ATLANTA HUB	36	35	97%	6	9	150%	22	26	118%	27	29	107%	91	99	109%
NEW YORK HUB	10	15	150%	1	1	100%	15	15	100%	10	8	80%	36	39	108%
NATIONAL TOTALS	400	632	158%	42	69	164%	271	337	124%	285	324	114%	998	1362	136%

* Percentage is not calculated because target is zero.

Data Source: Multifamily Insurance System(F47). Measurement depends on Closing Memorandum (Form 290) . 202/811 Initial and Final Closings will be measured based on receipt of Form 290 in Multifamily Development, New Products Division.

Headquarters Contact: Joe Malloy 202-708-3000

FIELD OFFICE	TARGET PROJECTS	FYTD ACTUAL PROJECTS	FYTD %
BOSTON HUB	•		
BUFFALO HUB	•	1	
NEW YORK HUB	•		
PHILADELPHIA HUB	•	5	
BALTIMORE HUB	•		
GREENSBORO HUB	•		
ATLANTA HUB	•	1	
JACKSONVILLE HUB	•	6	
CHICAGO HUB	•	2	
COLUMBUS HUB	•	10	
DETROIT HUB	•		
FT. WORTH HUB	•		
KANSAS CITY HUB	•	9	
MINNEAPOLIS HUB	•		
DENVER HUB	•	6	
LOS ANGELES HUB	•		
SAN FRANCISCO HUB	•	1	
SEATTLE HUB	•	5	
National Totals	49	46	94%

* HUB Office targets are not yet available according to program office.

- a) Initially endorse 20 restructured loans by HUD or contractors
b) initially endorse 14 restructured loans processed by joint venture partners
c) initially endorse 15 restructured loans processed by Housing Finance Agencies.
Headquarters Contact: Courtland H. Wilson 202-708-0743 ext. 2542

FY 1998 Management Plan

Goal 9a: Asset Management - Reduce Inventory of Troubled Projects

Place Troubled Projects Under Compliance Plans

September 1998

FIELD OFFICE	TARGET PLANS	FYTD ACTUAL PLANS	FYTD %
MINNEAPOLIS HUB	8	29	363%
COLUMBUS HUB	12	23	192%
SAN FRANCISCO HUB	31	43	139%
JACKSONVILLE HUB	26	36	138%
BUFFALO HUB	3	4	133%
DENVER HUB	23	30	130%
ATLANTA HUB	52	65	125%
CHICAGO HUB	23	28	122%
PHILADELPHIA HUB	37	44	119%
LOS ANGELES HUB	11	13	118%
DETROIT HUB	32	36	113%
BOSTON HUB	36	39	108%
FT. WORTH HUB	54	57	106%
KANSAS CITY HUB	41	43	105%
GREENSBORO HUB	22	23	105%
NEW YORK HUB	24	25	104%
BALTIMORE HUB	66	66	100%
SEATTLE HUB	9	9	100%
National Totals	510	613	120%

FIELD OFFICE	TARGET PLANS	FYTD ACTUAL PLANS	FYTD %
SAN FRANCISCO HUB	15	36	240%
SEATTLE HUB	9	19	211%
KANSAS CITY HUB	17	34	200%
JACKSONVILLE HUB	21	36	171%
PHILADELPHIA HUB	18	30	167%
NEW YORK HUB	10	14	140%
COLUMBUS HUB	19	26	137%
BALTIMORE HUB	34	42	124%
GREENSBORO HUB	23	28	122%
BOSTON HUB	21	25	119%
ATLANTA HUB	34	40	118%
FT. WORTH HUB	46	51	111%
DENVER HUB	14	15	107%
CHICAGO HUB	19	20	105%
MINNEAPOLIS HUB	21	22	105%
DETROIT HUB	35	36	103%
BUFFALO HUB	3	3	100%
LOS ANGELES HUB	17	17	100%
National Totals	376	494	131%

Data Source: FOMNS goals reporting application.

Headquarters Contact: Howard Mayfield 202-708-0547 ext. 2686

FHA-Housing Comptroller

Page 32

FY 1998 Management Plan

Goal 10: Property Disposition - Dispose of HUD-Owned Projects and Projects
in the Foreclosure Pipeline

September 1998

FIELD OFFICE	TARGET	FYTD ACTUAL	FYTD %
ATLANTA PD CENTER			
Buffalo HUB	0	2	*
Greensboro HUB	0	2	*
Philadelphia HUB	0	1	*
Atlanta HUB	2	3	150%
Baltimore HUB	11	11	100%
New York HUB	17	1	6%
Boston HUB	1	6	600%
Jacksonville HUB	1	2	200%
Atlanta PD Center Total	32	28	88%
FORT WORTH PD CENTER			
Los Angeles HUB	0	1	*
Seattle HUB	0	0	*
Minneapolis HUB	1	2	200%
Denver HUB	1	2	200%
Detroit HUB	1	0	0%
San Francisco HUB	2	3	150%
Fort Worth HUB	7	12	171%
Kansas City HUB	10	10	100%
Chicago HUB	3	4	133%
Columbus HUB	3	3	100%
Fort Worth PD Center Total	28	37	132%
NATIONAL TOTAL	60	65	108%

* Percentage is not calculated because target is zero.

Data Source: PMS(F46) or successor system.

Headquarters Contact: Marc Harris 202-708-0614 ext. 2680

Validate 95% Fully Accurate by September 30, 1998			
	TARGET	ACTUAL	FYTD %
	FY %	FYTD %	OF TARGET
SEATTLE HUB	95%	99%	104%
COLUMBUS HUB	95%	82%	86%
SAN FRANCISCO HUB	95%	94%	99%
DETROIT HUB	95%	91%	96%
GREENSBORO HUB	95%	91%	96%
KANSAS CITY HUB	95%	98%	103%
PHILADELPHIA HUB	95%	91%	96%
MINNEAPOLIS HUB	95%	96%	101%
DENVER HUB	95%	89%	93%
ATLANTA HUB	95%	89%	94%
CHICAGO HUB	95%	98%	103%
JACKSONVILLE HUB	95%	93%	98%
BUFFALO HUB	95%	83%	87%
FT. WORTH HUB	95%	95%	100%
BOSTON HUB	95%	78%	82%
BALTIMORE HUB	95%	81%	85%
LOS ANGELES HUB	95%	83%	88%
NEW YORK HUB	95%	82%	86%
NATIONAL TOTAL	95%	88%	93%

NOTE:

Critical Data on all "Active" properties in the REMS database will be verified/corrected by October 31, 198, instead of September 30 as originally planned. The new timetable for completion is as follows, July 40%, August 60%, September 80% and October 95%.

"Active" is defined as a property with an active subsidy contract (Section 8, PAC/PRAC, Rent Supplement or RAP), an FHA-insured mortgage in force, an active Section 202/811 loan, a HUD-Held mortgage or a HUD-owned property.

Verification/correction will be recorded on the REMS Critical Data Element Form retained with signatures in the field office, and by updating the REMS database to record the property data as "Certified". Certifications will be subject to audit.

All Multifamily project manager who are responsible for servicing active portfolios will use REMS to record ongoing servicing and to maintain accurate project status records. Use of REMS will be measured both by tracking how often individual project managers update records in REMS, as well as by the quality of their narrative entries.

Source : REMS database

Headquarters Contact: Stephen Martin 202-708-4135 ext. 2492

FY 1998 Management Plan
Headquarters Housing Goals

September 1998

Goal/Commitment	Office/Contact	Status/Comments
Goal 12 - HOSPITAL CLAIMS PREVENTION Ensure that no hospital mortgage insurance claims are made against FHA fund during FY 1998 Data Source: MIDLIS/MIAS	Hospital Staff John Sepulveda 202-708-0599	There have been no hospital claims filed.
Goal 13 - SINGLE FAMILY LOAN SALES: Sell 7,500 Single Family Mortgages Data Source: Data and reports from the Single Family Mortgage Notes System (SFMNS) F60	Single Family Joe McCloskey 202-708-0614 x2296	The program has been canceled.
Goal 14 - SINGLE FAMILY BULK SALE OFFERING: Publish a bulk sale offering and complete the evaluation of bids during FY 1998. Data Source: SAMS Report # CMSMHSO1, Summary of Reconciled Cases.	Single Family Joe McCloskey 202-708-0614 x2296	The program has been canceled.
Goal 15 - MULTIFAMILY LOAN SALES: Sell 250 HUD-Owned Multifamily Mortgages. Data Source: Data and reports from the Multifamily Accounting and Reports System (MARS)	Multifamily Frank Malone 202-708-0614 x 2345	There is a moratorium placed on loan sale program. This goal is on hold pending change in status of program.
Goal 16 - SINGLE FAMILY AND MULTIFAMILY AUDITS: a) Reduce the number of audit recommendations without management decisions over 120 days old to zero by 9/30/98. b) Reduce the number of overdue outstanding audit recommendations with management decisions without final action to zero by September 30, 1998	Comptroller Helen Slackhouse 202-708-0614 x 3349	a) 10/1/97 Inventory was 25 Recs. At 9/30/98, the number was 12 representing a 52% decrease. b) 10/1/97 Inventory was 49 Recs Overdue. At 9/30/98 this total has increased to 123 Recs, representing a 151% increase.

**FY 1998 Management Plan
Headquarters Housing Goals**

September 1998

Goal/Commitment	Office/Contact	Status/Comments
Goal 17 - DEBT COLLECTION: Collect \$23.1 million of debt referred to Asset Recovery Centers Data Source: Data and Reports from the Debt Management & Collection System (DMCS) FY1	Comptroller Lester West	\$26,244,470 collected (113.6% FYTD Accomplished)
Goal 18 - MANAGEMENT REFORM PLAN IMPLEMENTATION: Implement the Secretary's Management Reform Plan. a) Complete all personnel actions in Headquarters and Field by end of First Quarter 1998. b) Implement aggressive strategy to identify work activities for transitional staff Data Source: Managers' EPPES and Monthly Transformation Progress Reports c) Complete systems modification/development for basic operations and ensure they support the HUD 2020 Management Reform Plan. Data Source: Monthly Transformation Progress Reports.	Operations Cheryl Owens 202-708-1104	The following activities have been completed to date during FY 1998: 1. Letters delivered notifying employees of reassignment into substantially similar positions and associated personnel actions. 2. Selections made under merit staffing super posting 3. Selections made under voluntary reassignment program. 4. Final round of reassignments on unpleased employees to HUD 2020 positions and associated personnel actions completed 8/24/98. There are no transitional staff as of 8/24/98. Specific work assignments and training plans are currently being made and developed, respectively. 1. FHA Connection is in place. Mortgagees have access to data and systems to research questions relating to portfolio and premiums using FHA Connection. 2. TIB approved systems budget for FY 1999 at \$ 47.4 million, on November 9, 1998. 3. REMS training for all multifamily Hubs and program center completed. 4. REMS data input completed. 5. Previous Participation (2530) is being replaced with automated submission called Applicant Partners Performance System (APPS). Business partners to review the APPS screens in August 1998 and began user acceptance September 30, 1998. Pilot to begin 12/1/98.

**FY 1998 Management Plan
Headquarters Housing Goals**

September 1998

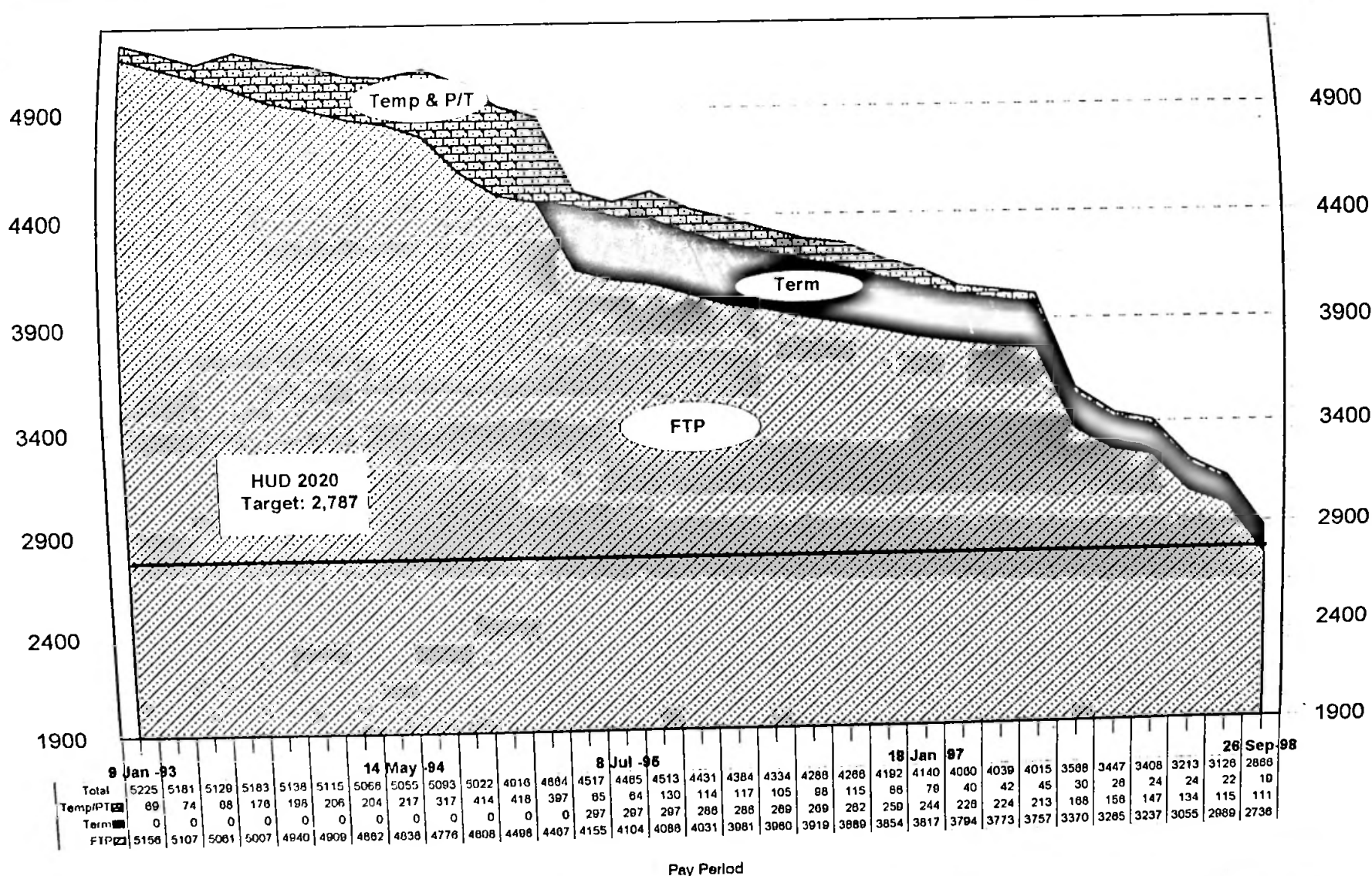
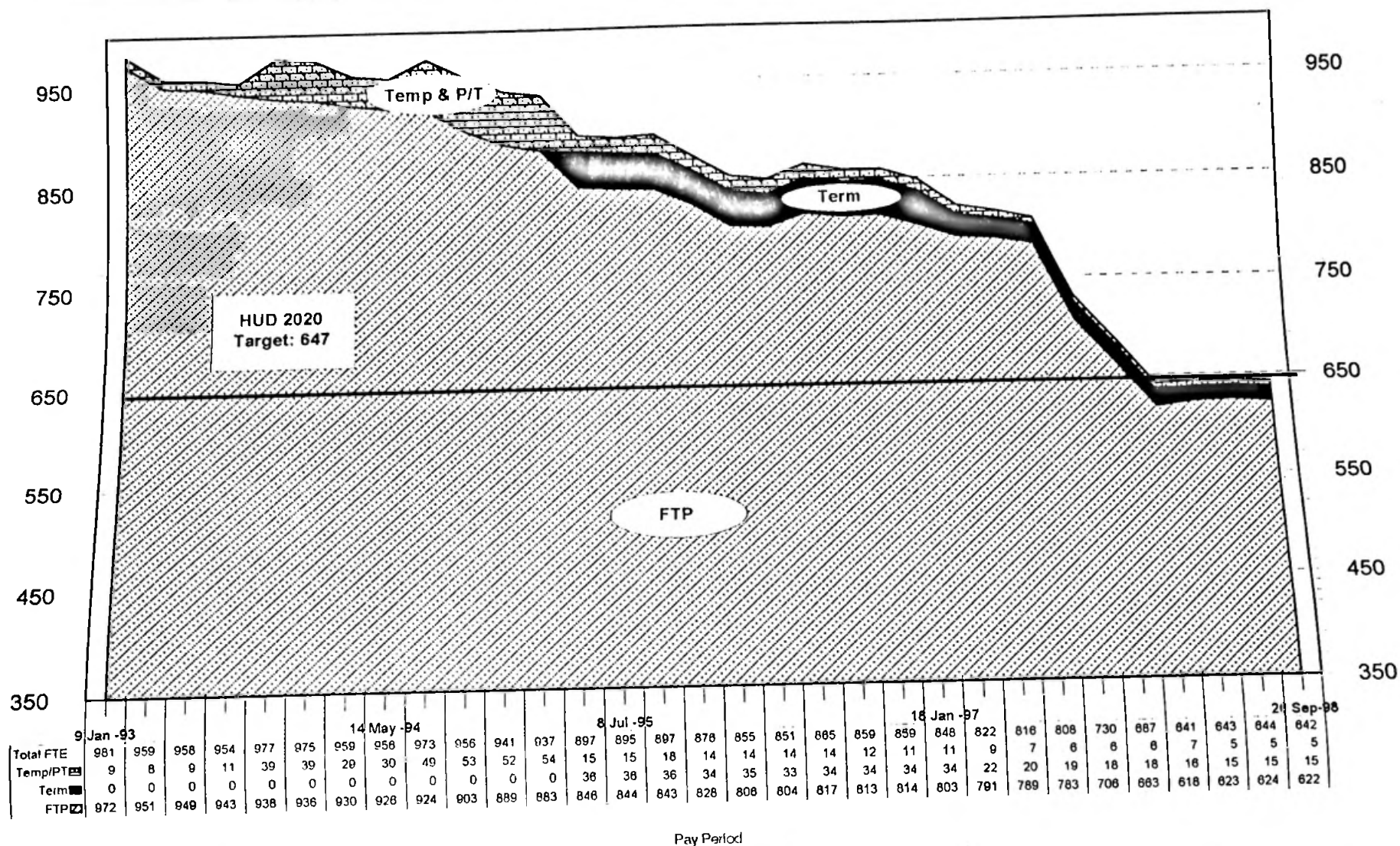
Goal/Commitment	Office/Contact	Status/Comments
Goal 19 - HOUSING-WIDE GOAL: Achieve improved performance through management reforms Data Source: monthly Housing-at-a-Glance report and quarterly program area and GTR reports	Operations Cheryl Owens 202-708-1104	
a) Issue NOFAs according to the following schedule: 1) Publish Housing and Community Development NOFAs by January 20, 1998 and have corresponding awards ready for fund assignment and announcement by May 20, 1998 2) Publish Special Needs NOFAs by April 1, 1998 and have corresponding awards ready for fund assignment and announcement by August 1, 1998.		811/202 NOFA rolled into Departments Super NOFA. NOFAs under the purview of MF housing published as part of April 1998 Super Nofa. Selection and fund reservations have been done - awaiting go-ahead to send out selection announcements.
b) Complete essential FY 1998 managerial and technical training for all staff by March 30, 1998.		MF and SF leadership training held in November and December 1997. MF Project Manager training completed in December 1997. Ongoing training, both on the job and funded training completed throughout the fiscal year
c) Complete assessment of the entire multifamily inventory by September 30, 1998.		This action was not completed. The program office advises that action are started by the Real Estate Assessment Center to assess the entire inventory during FY 1999.
d) Submit all headquarters contract actions in the approved FY 1998 Procurement Plan to OPC by the date in the Plan (with statements of work that clearly products and deliverables).		Actions totaling \$92,169,382 were approved by OPC as of November 9, 1998.
e) Issue quarterly GTR performance reports on contracts already in place.		Meetings and training for HQs GTRs held in November and December 1997. Training completed September 1998.

Other Deputy Assistant Secretary Issues

SEPTEMBER 1998

Other Deputy Assistant Secretary Issues

SEPTEMBER 1998



74.3%

PURCHASE REFINANCINGS
(78 Thousand)

83.4%

PURCHASE REFINANCINGS
(834 Thousand)

90.1%

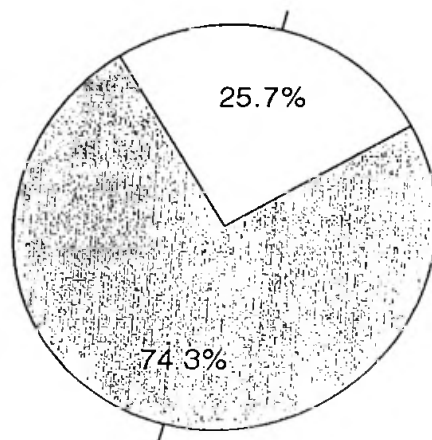
PURCHASE REFINANCINGS
(707 Thousand)

Single Family Insurance Written
Proportions of Refinancings Versus Financings of Home Purchases

CURRENT MONTH

Number of
Endorsements
(105 Thousand)

REFINANCINGS
(27 Thousand)

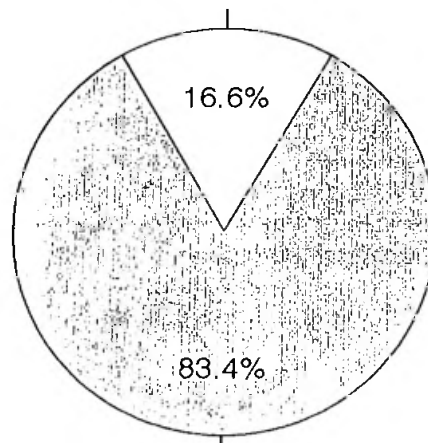


PURCHASE REFINANCINGS
(78 Thousand)

OCT-SEPT(FYTD98)

Number of
Endorsements
(1 Million)

REFINANCINGS
(166 Thousand)

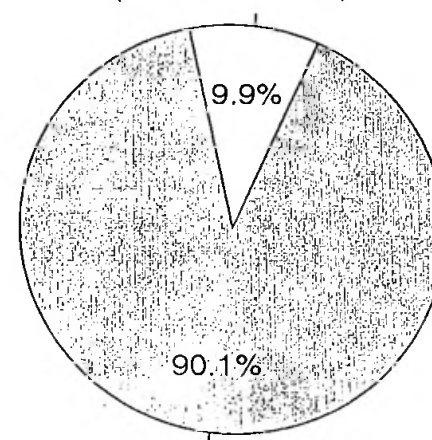


PURCHASE REFINANCINGS
(834 Thousand)

OCT 96-SEPT 97 (FYTD97)

Number of
Endorsements
(785 Thousand)

REFINANCINGS
(78 Thousand)



PURCHASE REFINANCINGS
(707 Thousand)