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# Laurie Goodman - Robosigners and Other Servicing Failures (presentation) on Protecting the Rights of RMBS Investors 

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## Robosigners and Other Servicing Failures:

## Protecting the Rights of RMBS Investors

Laurie Goodman
Senior Managing Director
Grais \& Ellsworth
Conference Call
Amherst Securities
October 27, 2010

## Largest Servicers Also Own A Large Share Of Second Liens



## Notes:

Individual bank data from Q2 2010 FRB Data
Total 1-4 Family Servicing from Inside Mortgage Finance
Total Residential Revolving Lines of Credit Refers To Revolving Lines of Credit held at FDIC Insured Institutions.
It is not the total universe.
Total Revolving Second and Second Liens Total and by Investor is fromFed Flow of Funds Data (Z.1)

Total Revolving and 2nd Liens By
All Commerical Banks \$ $\quad 751.20$
Credit Unions \$ 92.00
Savings Institutions \$ $\quad 78.40$
Finance Companies S $\quad 63.40$
ABS Issuers S $\quad 27.60$
TOTAL § $\quad 1,012.60$

## Prevalence of Second Liens By Vintage Year



Source: CoreLogic, Amherst Securities
This material has been prepared by individual sales and/or trading personnel and does not constitute investment research.
Amherst ${ }^{8}$ Securities Group LP

## Performance of First Liens by Lien Status: 2006 Vintage by Product Type

Prime
SingleLien
Second Lien Paid Off
Simutaneous Second Lien
SingleLien with Subsequent Higher Lien
Simutaneous Second Lien with Subsequert Higher Lien
SingleLen \& Subsequert Lien Daa Missing
Simuitaneous Second Lien \& Subsequert Lien DataMisang
Average

| Always Performing | RePerforming | NonPerforming | Id Total |
| :---: | :---: | :---: | :---: |
| 85.4\% | $40 \%$ | 105\% | 100\% |
| 35.5\% | 4.18 | 10.4\% | 1000\% |
| 79.5\% | 5.7\% | 148\% | $1000 \%$ |
| 76.6\% | 5.2\% | 182\% | 1000\% |
| 76.8\% | $58 \%$ | 17.4\% | 1000\% |
| 30.4\% | 3.8\% | 158\% | 10005 |
| 73.0\% | 4.9\% | 221\% | 1000\% |
| 30.4\% | 4.7\% | 149\% | 100\% |

Subprime

| Always Performing | RePerforming | NonPerforming | Grand Total |
| :---: | :---: | :---: | :---: |
| 26.7\% | 251\% | 481\% | 1000\% |
| 25.9\% | 2518 | 490\% | 1000\% |
| 20.5\% | 215\% | 57.9\% | 1000\% |
| 24.85 | 227\% | 525\% | $1000 \%$ |
| 24.5\% | 22\% | 533\% | 1000\% |
| 2205 | $230 \%$ | 550\% | 1000\% |
| 15.4\% | 18.8\% | 658\% | 1000\% |
| 23.8\% | 23.4\% | 528\% | 1000\% |

Alt A
SingleLien
Second Lien Paid Off
Simultaneous Second Lien
Single Lien with Subsequert Highe Lien
Smultaneus Second Lienwith Subsequert Higher Lien
SingleLien \& Subsequert Lien Data Mssing
Simultaneous Second Lien \& SubsequertLien Daa Missing
Average

Option ARM
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Second Lien Paid Off
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SingleLien with Subsequert Higher Lien
Simultaneous Second Lienwith Subsequent Higher Lien
SingleLien \& Subsequert Lien Daa Missing
Simuitaneous Second Lien \& SubsequentLien Daa Missing Average

Always Performing FePerforming NonPerforming Grand Total

| 639\% | 9.9\% | 26.2\% | 100.0\% |
| :---: | :---: | :---: | :---: |
| 603\% | 11.9\% | 27.7\% | 1000\% |
| 446\% | 13.0\% | 42.46 | 1000\% |
| 55.8\% | 100\% | 34.2\% | 1000\% |
| 486\% | 113 | 401\% | $1000 \%$ |
| 566\% | 9.3\% | 3415\% | 10008 |
| 35.7\% | 129\% | $51.5 \%$ | 1000\% |
| 53.4\% | 10.9\% | 35.7\% | 100.0\% |

Always Performing RePerforming NonPerforming Grand Total

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| 5\% | 109\% | 38.5 | 10005 |
| 491\% | 12\% | 387\% | $1000 \%$ |
| 331\% | 127\% | 54.28 | 100.0\% |
| 414\% | 10.E6 | 48,0\% | 100.0\% |
| 35.2\% | 11.76 | 530\% | 100.05 |
| 359\% | 8.5\% | 55.6\% | $1000 \%$ |
| 230\% | 10.9\% | 56.2\% | 1000\% |
| 407\% | 10.9\% | 4848\% | 100. |

## Performance of First Vs. Second Liens

| Bank Portfolio | Delinquent Status |  | AverageFICO | Total Outstanding |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-89 Days | Days |  |  | llion) |
| 1st Lien | 2.8\% | 9.8\% | n/a | \$ | 1,874.3 |
| 2nd Lien | 1.2\% | 1.7\% | n/a | \$ | 654.5 |


| Securitizations <br> (All Securities) |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | DelinquentStatus | Average | Total Outstanding |  |  |
|  | 30-89 Days | 90+ Days | FICO | ( $\$$ In Billion) |  |
| 1st Lien | $7.4 \%$ | $29.0 \%$ | 692 | $\$$ | $1,389.5$ |
| 2nd Lien | $9.5 \%$ | $16.0 \%$ | 687 | $\$$ | 25.5 |


| Securitizations <br> (FICO $>$ 720) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Delinquent Status | Average | Total Outstanding |  |  |
|  | 30-89 Days | 90+ Days | FICO | ( $\$$ In Billion) |  |
| 1st Lien | $3.5 \%$ | $16.0 \%$ | 759 | $\$$ | 518.7 |
| 2nd Lien | $5.0 \%$ | $9.0 \%$ | 753 | $\$$ | 7.0 |

## Quantifying The Putback Issue - PLS First Liens

## (2005-2007 Vintages)

| Product | Perf Category | Original Bal (\$M) | Current Bal $(\$ \mathrm{M})$ | \% Default (Current) | Severity (Current) | $\begin{gathered} \text { Realized } \\ \text { Default (\$M) } \end{gathered}$ | Realized $\operatorname{Loss}(\$ \mathrm{M})$ | Total Default $(\$ \mathrm{M})$ | $\begin{gathered} \text { Total Loss } \\ (\$ \mathrm{M}) \end{gathered}$ | \% Attempted Put Back* | \%Success* | \% Expected Put Back* | $\begin{aligned} & \text { Loss Put } \\ & \text { Back (\$ M) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Prime | PaidOff | 206,478 |  |  |  | 15,139 | 6,287 | 15,139 | 6,287 | 60\% | 25\% | 15\% | 943 |
|  | NPL | 37,472 | 36,989 | 88\% | 50\% |  |  | 32,506 | 16,253 | 60\% | 25\% | 15\% | 2,438 |
|  | RPL | 12,798 | 12,603 | 29\% | 45\% |  |  | 3,655 | 1,645 | 40\% | 25\% | 10\% | 164 |
|  | APL | 243,088 | 229,173 | 16\% | 44\% |  |  | 36,668 | 16,134 | 40\% | 25\% | 10\% | 1,613 |
| Alt A | PaidOff | 406,702 |  |  |  | 102,222 | 54,051 | 102,222 | 54,051 | 60\% | 25\% | 15\% | 8,108 |
|  | NPL | 135,061 | 133,917 | 92\% | 64\% |  |  | 123,203 | 78,850 | 60\% | 25\% | 15\% | 11,828 |
|  | RPL | 48,379 | 47,914 | 48\% | 55\% |  |  | 22,999 | 12,649 | 40\% | 25\% | 10\% | 1,265 |
|  | APL | 270,936 | 258,890 | 31\% | 53\% |  |  | 80,256 | 42,536 | 40\% | 25\% | 10\% | 4,254 |
| Option ARM | PaidOff | 238,875 |  |  |  | 62,635 | 35,011 | 62,635 | 35,011 | 60\% | 25\% | 15\% | 5,252 |
|  | NPL | 93,085 | 99,821 | 94\% | 65\% |  |  | 93,832 | 60,991 | 60\% | 25\% | 15\% | 9,149 |
|  | RPL | 23,700 | 25,096 | 61\% | 58\% |  |  | 15,308 | 8,879 | 40\% | 25\% | 10\% | 888 |
|  | APL | 89,055 | 92,755 | 50\% | 57\% |  |  | 46,378 | 26,435 | 40\% | 25\% | 10\% | 2,644 |
| Subprime |  | 709,781 |  |  |  | 210,068 | 127,898 | 210,068 | 127,898 | 60\% | 25\% | 15\% | 19,185 |
|  | NPL | 204,946 | 204,567 | 94\% | $72 \%$ |  |  | 192,293 | 138,451 | 60\% | 25\% | 15\% | 20,768 |
|  | RPL | 108,450 | 103,340 | 74\% | 64\% |  |  | 76,471 | 48,942 | 40\% | 25\% | 10\% | 4,894 |
|  | APL | 110,836 | 105,616 | 58\% | 64\% |  |  | 61,257 | 39,205 | 40\% | 25\% | 10\% | 3,920 |
| Total |  | 2,929,643 | 1,350,630 |  |  | 390,064 | 223,247 | 1,174,939 | 714,215 |  |  |  | 97,311 |

*     - Expressed as a percentage of Total Loss Legend:

PLS = Private Label Securitized
APL = Always Performing Loan
RPL $=$ Re-Performing Loan
NPL = Non-Performing Loan
\% Expected Put Back = \% Attempted Put Back x \% Success

## Even Obvious Rep \& Warrant Violations Are Not Enforced



## Liquidation Pipeline Over Time



## Subprime Liquidation Lags by Select Servicers




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## Survival Analysis Example:

A College Graduation Timeline



## Monthly Liquidations

Liquidations increase as the length of delinquency increases

- Recently observed hazard curves are much lower than historical curves
- Various programs have slowed the liquidation paces by near 50\%
- In time cumulative liquidation probabilities are still near 100\%

Liquidation Probability for Delinquent Loans


This material has been prepared by individual sales and/or trading personnel and does not constitute investment research.

## Monthly Liquidations

Legal Differences in the Handling of Foreclosures Creates Significant Differences in the Pace of Liquidations

Liquidation Probability for Delinquent Loans for Last 3 Months


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## Monthly Liquidations




