Wells Fargo
Property Preservation and REO
March 2013
Property Preservation & REO – About Us

Property Preservation

- Strives to maintain properties, comply with municipal code, and partner with officials to seek resolution

REO

- Wells Fargo Bank manages its REO properties under the trade name Premiere Asset Services (PAS)
- PAS strategic objectives include working with communities and neighborhoods to stabilize the residential housing market, minimizing days on market, and optimizing net sales proceeds
One Team, One Wells Fargo – 2013 Objectives

Property Preservation

- Preserve and protect pre-foreclosure properties
- Order inspections to verify occupancy status and property condition
- Continue to inspect monthly thereafter until no longer necessary
- Secure and maintain vacant and abandoned properties
- Partner with cities to prevent and resolve violations
- Complete registration of properties as required by city ordinances

REO

- Preserve and repair REO properties
- Create sustainable homeownership opportunities
- Thoughtful management of occupied properties
- Minimize days on market and attract owner occupants
- Maximize recovery rates
# Giving Back – Donations & Discounts

<table>
<thead>
<tr>
<th>Mission</th>
<th>Provide Discounts and Donations to approved nonprofits, land banks, and municipalities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>All participants must be vetted and approved by the National Community Stabilization Trust</td>
</tr>
<tr>
<td>Statement</td>
<td>Buyers and recipients must maintain and improve properties and provide home ownership opportunities to low – moderate income families</td>
</tr>
</tbody>
</table>
## 2012 – Donations & Discounts

### Donations

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donations</td>
<td>1,252</td>
</tr>
<tr>
<td>% REO Sales</td>
<td>4.5%</td>
</tr>
<tr>
<td>Donation Recipients</td>
<td>400+</td>
</tr>
<tr>
<td>Total Value of Donations</td>
<td>$20.8M</td>
</tr>
<tr>
<td>Donations, since 2009</td>
<td>2,974</td>
</tr>
</tbody>
</table>

**Wounded Veterans** 3 year / $30M REO Donations Initiative

### Discounted Sales

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discounted Sales</td>
<td>1,178</td>
</tr>
<tr>
<td>% REO Sales</td>
<td>4.2%</td>
</tr>
<tr>
<td>Total Value of Donations</td>
<td>$11.4M</td>
</tr>
<tr>
<td>Discounts, since 2009</td>
<td>3,728</td>
</tr>
</tbody>
</table>
2012 – A Year in Review

Repair Strategies

- Complete some level of repairs on every REO
- Balance investor needs with community needs
- Maintain neighborhood/market stability
- Achieve highest possible recovery rates
- Minimize days on market

Results

- 70.7% of sold properties were repaired
- $14,825 per property
- 77.8% sold to owner occupants
- 40 day decrease in days on market
- $292 million in repairs in 2012
Closing Remarks – Q&A