



Third Quarter 2007: July 1 to September 30 2007

New Castle County

| % of Median Income | Actual Income* | Qualifying Mortgage Amount ** | Median Home Price*** | Affordability Gap |
|---------------------------|-----------------------|--------------------------------------|-----------------------------|--------------------------|
| 30% | \$21,650 | \$53,050 | \$241,500 | (\$188,450) |
| 60% | \$43,260 | \$125,239 | \$241,500 | (\$116,261) |
| 80% | \$57,700 | \$173,477 | \$241,500 | (\$68,023) |
| 100% | \$72,100 | \$221,580 | \$241,500 | (\$19,920) |
| 115% | \$82,915 | \$257,708 | \$241,500 | \$16,208 |

Kent County

| % of Median Income | Actual Income* | Qualifying Mortgage Amount ** | Median Home Price*** | Affordability Gap |
|---------------------------|-----------------------|--------------------------------------|-----------------------------|--------------------------|
| 30% | \$17,600 | \$39,521 | \$207,000 | (\$167,479) |
| 60% | \$35,220 | \$98,381 | \$207,000 | (\$108,619) |
| 80% | \$46,950 | \$137,566 | \$207,000 | (\$69,434) |
| 100% | \$58,700 | \$176,817 | \$207,000 | (\$30,183) |
| 115% | \$67,505 | \$206,231 | \$207,000 | (\$769) |

Sussex County

| % of Median Income | Actual Income* | Qualifying Mortgage Amount ** | Median Home Price*** | Affordability Gap |
|---------------------------|-----------------------|--------------------------------------|-----------------------------|--------------------------|
| 30% | \$16,550 | \$36,014 | \$280,000 | (\$243,986) |
| 60% | \$33,120 | \$91,366 | \$280,000 | (\$188,634) |
| 80% | \$44,150 | \$128,212 | \$280,000 | (\$151,788) |
| 100% | \$55,100 | \$164,791 | \$280,000 | (\$115,209) |
| 115% | \$63,365 | \$192,401 | \$280,000 | (\$87,599) |

Assumptions:

* Median Incomes based on HUD's 2007 standard

**Loan terms of 30 years at 6.75% with qualifying amount based on 33%/38% Debt-to Income Ratio (HUD Standard)

Estimated Tax and Insurance Costs of \$125

An estimated "other debt" of 12% was added (ex. school loans, credit cards, etc.)

***Source: *neighborhoods* software for third quarter 2007