TFS Financial CORP Form 10-O February 07, 2019 **Table of Contents** 

**UNITED STATES** SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-O

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF x 1934

For the Quarterly Period Ended December 31, 2018

"TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For transition period from Commission File Number 001-33390

### TFS FINANCIAL CORPORATION

(Exact Name of Registrant as Specified in its Charter)

United States of America 52-2054948 (State or Other Jurisdiction of (I.R.S. Employer Incorporation or Organization) Identification No.)

7007 Broadway Avenue

Cleveland, Ohio

44105

(Address of Principal Executive Offices) (Zip Code)

(216) 441-6000

Registrant's telephone number, including area code:

Not Applicable

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes x No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company or an emerging grow th company. See the definitions of "large accelerated filer," "accelerated filer" "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer x Accelerated filer

Non-accelerated filer Smaller Reporting Company "

Emerging Growth Company o

If an emerging company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No x

As of February 5, 2019, there were 280,083,345 shares of the Registrant's common stock, par value \$0.01 per share, outstanding, of which 227,119,132 shares, or 81.1% of the Registrant's common stock, were held by Third Federal Savings and Loan Association of Cleveland, MHC, the Registrant's mutual holding company.

## Table of Contents

Item 6. Exhibits

TFS Fin INDEX	ancial Corporation	
		Page
	Glossary of Terms	<u>3</u>
PART 1	– FINANCIAL INFORMATION	
Item 1.	Financial Statements (unaudited)	
	Consolidated Statements of Condition December 31, 2018 and September 30, 2018	<u>4</u>
	Consolidated Statements of Income Three Months Ended December 31, 2018 and 2017	<u>5</u>
	Consolidated Statements of Comprehensive Income Three Months Ended December 31, 2018 and 2017	<u>6</u>
	Consolidated Statements of Shareholders' Equity Three Months Ended December 31, 2018 and 2017	7
	Consolidated Statements of Cash Flows Three Months Ended December 31, 2018 and 2017	<u>8</u>
	Notes to Unaudited Interim Consolidated Financial Statements	9
Item 2.	Management's Discussion and Analysis of Financial Condition and Results of Operations	<u>36</u>
Item 3.	Quantitative and Qualitative Disclosures about Market Risk	<u>62</u>
Item 4.	Controls and Procedures	<u>66</u>
<u>Part II –</u>	<u>OTHER INFORMATION</u>	
Item 1.	<u>Legal Proceedings</u>	<u>66</u>
Item 1A	. Risk Factors	<u>66</u>
Item 2.	Unregistered Sales of Equity Securities and Use of Proceeds	<u>67</u>
Item 3.	Defaults Upon Senior Securities	<u>67</u>
Item 4.	Mine Safety Disclosures	<u>67</u>
Item 5.	Other Information	<u>67</u>

<u>68</u>

SIGNATURES 69

### **GLOSSARY OF TERMS**

TFS Financial Corporation provides the following list of acronyms and defined terms as a tool for the reader. The acronyms and defined terms identified below are used throughout the document.

ACT: Tax Cuts and Jobs Act

AOCI: Accumulated Other Comprehensive Income

ARM: Adjustable Rate Mortgage ASC: Accounting Standards Codification ASU: Accounting Standards Update Association: Third Federal Savings and Loan

Association of Cleveland

**BOLI:** Bank Owned Life Insurance CDs: Certificates of Deposit

CFPB: Consumer Financial Protection Bureau

CLTV: Combined Loan-to-Value

Company: TFS Financial Corporation and its

subsidiaries

DFA: Dodd-Frank Wall Street Reform and Consumer LTV: Loan-to-Value

Protection Act

EaR: Earnings at Risk EPS: Earnings per Share

ESOP: Third Federal Employee (Associate) Stock

Ownership Plan

EVE: Economic Value of Equity

Fannie Mae: Federal National Mortgage Association

FASB: Financial Accounting Standards Board FDIC: Federal Deposit Insurance Corporation FHFA: Federal Housing Finance Agency

FHLB: Federal Home Loan Bank

FICO: Financing Corporation

FRB-Cleveland: Federal Reserve Bank of Cleveland

Freddie Mac: Federal Home Loan Mortgage Corporation FRS: Board of Governors of the Federal Reserve System

GAAP: Generally Accepted Accounting Principles

Ginnie Mae: Government National Mortgage Association

GVA: General Valuation Allowances

HARP: Home Affordable Refinance Program

HPI: Home Price Index IRR: Interest Rate Risk

IRS: Internal Revenue Service

IVA: Individual Valuation Allowance LIHTC: Low Income Housing Tax Credit

LIP: Loans-in-Process

MGIC: Mortgage Guaranty Insurance Corporation OCC: Office of the Comptroller of the Currency

OCI: Other Comprehensive Income OTS: Office of Thrift Supervision PMI: Private Mortgage Insurance PMIC: PMI Mortgage Insurance Co.

OTL: Oualified Thrift Lender

REMICs: Real Estate Mortgage Investment Conduits SEC: United States Securities and Exchange Commission

TDR: Troubled Debt Restructuring

Third Federal Savings, MHC: Third Federal Savings

and Loan Association of Cleveland, MHC

Item 1. Financial Statements

### TFS FINANCIAL CORPORATION AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CONDITION (unaudited)

(In thousands, except share data)

	December 31, 2018	September 30, 2018
ASSETS		
Cash and due from banks	\$42,528	\$29,056
Interest-earning cash equivalents	244,091	240,719
Cash and cash equivalents	286,619	269,775
Investment securities available for sale (amortized cost \$575,273 and \$549,211,	564,479	531,965
respectively)	304,477	331,703
Mortgage loans held for sale, at lower of cost or market (none measured at fair value)	755	659
Loans held for investment, net:		
Mortgage loans	12,918,938	12,872,125
Other consumer loans	3,000	3,021
Deferred loan expenses, net	39,526	38,566
Allowance for loan losses	(41,938)	(42,418)
Loans, net	12,919,526	12,871,294
Mortgage loan servicing rights, net	8,643	8,840
Federal Home Loan Bank stock, at cost	93,544	93,544
Real estate owned	2,888	2,794
Premises, equipment, and software, net	62,829	63,399
Accrued interest receivable	39,446	38,696
Bank owned life insurance contracts	213,568	212,021
Other assets	46,381	44,344
TOTAL ASSETS	\$14,238,678	\$14,137,331
LIABILITIES AND SHAREHOLDERS' EQUITY		
Deposits	\$8,597,179	\$8,491,583
Borrowed funds	3,734,329	3,721,699
Borrowers' advances for insurance and taxes	96,451	103,005
Principal, interest, and related escrow owed on loans serviced	30,577	31,490
Accrued expenses and other liabilities	36,362	31,150
Total liabilities	12,494,898	12,378,927
Commitments and contingent liabilities		
Preferred stock, \$0.01 par value, 100,000,000 shares authorized, none issued and		
outstanding		
Common stock, \$0.01 par value, 700,000,000 shares authorized; 332,318,750 shares		
issued; 280,135,164 and 280,311,070 outstanding at December 31, 2018 and September	3,323	3,323
30, 2018, respectively		
Paid-in capital	1,727,909	1,726,992
Treasury stock, at cost; 52,183,586 and 52,007,680 shares at December 31, 2018 and	(757,464)	(754,272)
September 30, 2018, respectively	(737,404)	(134,212)
Unallocated ESOP shares	(47,667)	(48,751)
Retained earnings—substantially restricted	815,918	807,890
Accumulated other comprehensive income	1,761	23,222
Total shareholders' equity	1,743,780	1,758,404
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$14,238,678	\$14,137,331

See accompanying notes to unaudited interim consolidated financial statements.

# TFS FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (unaudited)

(In thousands, except share and per share data)

	Ended December	31, 2017	
INTEDECT AND DIVIDEND INCOME.	2018	2017	
INTEREST AND DIVIDEND INCOME:	¢ 1 1 2 4 0 1	¢ 102 626	
Loans, including fees	\$112,491	•	
Investment securities available for sale	3,124	2,589	
Other interest and dividend earning assets	2,673	2,014	
Total interest and dividend income INTEREST EXPENSE:	118,288	107,229	
	22.762	22.004	
Deposits Borrowed funds	32,762	22,994	
	17,714	14,247	
Total interest expense	50,476	37,241	
NET INTEREST INCOME	67,812	69,988	
PROVISION (CREDIT) FOR LOAN LOSSES	(2,000)	(3,000)	
NET INTEREST INCOME AFTER PROVISION (CREDIT) FOR LOAN LOSSES	69,812	72,988	
NON-INTEREST INCOME:			
Fees and service charges, net of amortization	1,776	1,760	
Net gain on the sale of loans	111	478	
Increase in and death benefits from bank owned life insurance contracts	1,547	1,554	
Other	1,242	1,052	
Total non-interest income	4,676	4,844	
NON-INTEREST EXPENSE:			
Salaries and employee benefits	25,364	23,253	
Marketing services	4,797	5,038	
Office property, equipment and software	6,986	6,651	
Federal insurance premium and assessments	2,766	2,718	
State franchise tax	1,262	1,126	
Other expenses	6,805	6,990	
Total non-interest expense	47,980	45,776	
INCOME BEFORE INCOME TAXES	26,508	32,056	
INCOME TAX EXPENSE	6,175	12,443	
NET INCOME	\$20,333	\$ 19,613	
Earnings per share - basic and diluted	\$0.07	\$ 0.07	
Weighted average shares outstanding			
Basic	275,376,25	5475,816,329	
Diluted	277,073,3	17277,624,291	

See accompanying notes to unaudited interim consolidated financial statements.

Net income

# TFS FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (unaudited) (In thousands)

For the Three Months Ended December 31, 2018 2017 \$20,333 \$19,613

Other comprehensive income (loss), net of tax:

Net change in unrealized loss on securities available for sale 5,097 (4,270 )

Net change in cash flow hedges (26,822 ) 12,585

Change in pension obligation 264 (2,817 )

Total other comprehensive income (loss) (21,461 ) 5,498

Total comprehensive income (loss) \$(1,128 ) \$25,111

See accompanying notes to unaudited interim consolidated financial statements.

# TFS FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY (unaudited) (In thousands, except share and per share data)

	Commo stock	n Paid-in capital	Treasury stock	Unallocate common st held by ESOP		kRetained earnings	Accumulat other comprehen income (loss)		Total	ers'
Balance at September 30, 2017	\$ 3,323	\$1,722,672	\$(735,530)	\$ (53,084	)	\$760,070	\$ (7,492	)	\$1,689,95	9
Net income	_	_	_	_		19,613	_		19,613	
Other comprehensive income, net of tax	_	_	_	_		42	5,498		5,540	
ESOP shares allocated or committed to be released	_	567	_	1,083		_	_		1,650	
Compensation costs for stock-based plans	_	878	_			_	_		878	
Purchase of treasury stock (492,000 shares)	_	_	(7,542)	_		_	_		(7,542	)
Treasury stock allocated to restricted stock plan	_	(3,050	2,038	_		_	_		(1,012	)
Dividends paid to common shareholders (\$0.17 per common share)	_	_	_	_		(8,408 )	_		(8,408	)
Balance at December 31, 2017	\$ 3,323	\$1,721,067	\$(741,034)	\$ (52,001	)	\$771,317	\$ (1,994	)	\$1,700,67	8
Balance at September 30, 2018	\$ 3,323	\$1,726,992	\$(754,272)	\$ (48,751	)	\$807,890	\$ 23,222		\$1,758,40	4
Net income			_	_		20,333	_		20,333	
Other comprehensive income (loss), net of tax	<del>-</del>	_	_	_		_	(21,461	)	(21,461	)
ESOP shares allocated or committed to be released		581	_	1,084		_			1,665	
Compensation costs for stock-based plans	_	1,081	_	_		_	_		1,081	
Purchase of treasury stock (242,500 shares)	_	_	(3,776)	_		_	_		(3,776	)
Treasury stock allocated to restricted stock plan	_	(745)	584	_		_	_		(161	)
Dividends paid to common shareholders (\$0.25 per common share)	_	_	_	_		(12,305)	_		(12,305	)
Balance at December 31, 2018	\$ 3,323						\$ 1,761		\$1,743,786	0
See accompanying notes to unaudited interim consolidated financial statements.										

# TFS FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited) (in thousands

CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited) (in thousands	
	For the Three Months
	Ended
	December 31,
	2018 2017
CASH FLOWS FROM OPERATING ACTIVITIES:	
Net income	\$20,333 \$19,613
Adjustments to reconcile net income to net cash provided by operating activities:	Ψ20,333 Ψ17,013
ESOP and stock-based compensation expense	2,746 2,528
Depreciation and amortization	5,406 5,394
Deferred income taxes	
	(2.000 ) (2.000 )
Provision (credit) for loan losses	(2,000 ) (3,000 )
Net gain on the sale of loans	(111 ) (478 )
Other net losses (gains)	(293 ) 69
Principal repayments on and proceeds from sales of loans held for sale	7,068 3,654
Loans originated for sale	(7,287 ) (4,523 )
Increase in bank owned life insurance contracts	(1,551 ) (1,543 )
Cash collateral received from (provided to) derivative counterparties	(35,319 ) 16,850
Net decrease in interest receivable and other assets	6,097 4,092
Net increase in accrued expenses and other liabilities	3,582 50,577
Net cash (used in) provided by operating activities	(895 ) 98,018
CASH FLOWS FROM INVESTING ACTIVITIES:	
Loans originated	(647,400) (780,652)
Principal repayments on loans	583,980 603,929
Proceeds from principal repayments and maturities of:	,
Securities available for sale	31,998 35,452
Proceeds from sale of:	31,770 33,132
Loans	13,393 26,268
Real estate owned	1,423 2,547
Purchases of:	1,423 2,347
	(2.121
FHLB stock	- (2,121 )
Securities available for sale	(59,052 ) (42,786 )
Premises and equipment	(917 ) (3,802 )
Other	(310 ) (11 )
Net cash used in investing activities	(76,885 ) (161,176 )
CASH FLOWS FROM FINANCING ACTIVITIES:	
Net increase in deposits	105,596 55,726
Net decrease in borrowers' advances for insurance and taxes	(6,554 ) (5,048 )
Net decrease in principal and interest owed on loans serviced	(913 ) (2,859 )
Net increase in short-term borrowed funds	110,031 165,337
Proceeds from long-term borrowed funds	88
Repayment of long-term borrowed funds	(97,401 ) (77,947 )
Purchase of treasury shares	(3,669 ) (7,372 )
Acquisition of treasury shares through net settlement of stock benefit plans compensation	(161 ) (1,012 )
Dividends paid to common shareholders	(12,305 ) (8,408 )
Net cash provided by financing activities	94,624 118,505
NET INCREASE IN CASH AND CASH EQUIVALENTS	16,844 55,347
	, 20,011

CASH AND CASH EQUIVALENTS—Beginning of period	269,775	268,218
CASH AND CASH EQUIVALENTS—End of period	\$286,619	\$323,565
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Cash paid for interest on deposits	\$32,368	\$22,268
Cash paid for interest on borrowed funds	16,450	12,726
Cash paid for income taxes	42	287
SUPPLEMENTAL SCHEDULES OF NONCASH INVESTING AND FINANCING		
ACTIVITIES:		
Transfer of loans to real estate owned	1,295	1,293
Transfer of loans from held for investment to held for sale	13,382	26,141
Treasury stock issued for stock benefit plans	746	3,050
See accompanying notes to unaudited interim consolidated financial statements.		

# TFS FINANCIAL CORPORATION AND SUBSIDIARIES NOTES TO UNAUDITED INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Dollars in thousands unless otherwise indicated)

### 1.BASIS OF PRESENTATION

TFS Financial Corporation, a federally chartered stock holding company, conducts its principal activities through its wholly owned subsidiaries. The principal line of business of the Company is retail consumer banking, including mortgage lending, deposit gathering, and, to a much lesser extent, other financial services. As of December 31, 2018, approximately 81% of the Company's outstanding shares were owned by a federally chartered mutual holding company, Third Federal Savings and Loan Association of Cleveland, MHC. The thrift subsidiary of TFS Financial Corporation is Third Federal Savings and Loan Association of Cleveland.

The accounting and reporting policies followed by the Company conform in all material respects to U.S. GAAP and to general practices in the financial services industry. The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Actual results could differ from those estimates. The allowance for loan losses, the valuation of deferred tax assets, and the determination of pension obligations are particularly subject to change.

The unaudited interim consolidated financial statements were prepared without an audit and reflect all adjustments of a normal recurring nature which, in the opinion of management, are necessary to present fairly the consolidated financial condition of the Company at December 31, 2018, and its results of operations and cash flows for the periods presented. Such adjustments are the only adjustments reflected in the unaudited interim financial statements. In accordance with SEC Regulation S-X for interim financial information, these statements do not include certain information and footnote disclosures required for complete audited financial statements. The Company's Annual Report on Form 10-K for the fiscal year ended September 30, 2018 contains audited consolidated financial statements and related notes, which should be read in conjunction with the accompanying interim consolidated financial statements. The results of operations for the interim periods disclosed herein are not necessarily indicative of the results that may be expected for the fiscal year ending September 30, 2019 or for any other period.

### 2. EARNINGS PER SHARE

Basic earnings per share is the amount of earnings available to each share of common stock outstanding during the reporting period. Diluted earnings per share is the amount of earnings available to each share of common stock outstanding during the reporting period adjusted to include the effect of potentially dilutive common shares. For purposes of computing earnings per share amounts, outstanding shares include shares held by the public, shares held by the ESOP that have been allocated to participants or committed to be released for allocation to participants, the 227,119,132 shares held by Third Federal Savings, MHC, and, for purposes of computing dilutive earnings per share, stock options and restricted and performance stock units with a dilutive impact. Unvested shares awarded pursuant to the Company's restricted stock plans are treated as participating securities in the computation of EPS pursuant to the two-class method as they contain nonforfeitable rights to dividends. The two-class method is an earnings allocation that determines EPS for each class of common stock and participating security. At December 31, 2018 and 2017, respectively, the ESOP held 4,766,736 and 5,200,076 shares, respectively, that were neither allocated to participants nor committed to be released to participants.

### **Table of Contents**

The following is a summary of the Company's earnings per share calculations.

2018
Income Shares
Per share amount
Income Shares
Income Shares

(Dollars in thousands, except per share data)
\$20,333
\$19,613
372
244

For the Three Months Ended December 31,

Less: income allocated to restricted stock units 372

Basic earnings per share:

Net income

Income available to common shareholders \$19,961 275,376,254 \$ 0.07 \$19,369 275,816,329 \$ 0.07

Diluted earnings per share:

Effect of dilutive potential common shares 1,697,063 1,807,962

Income available to common shareholders \$19,961 277,073,317 \$ 0.07 \$19,369 277,624,291 \$ 0.07

The following is a summary of outstanding stock options and restricted and performance stock units that are excluded from the computation of diluted earnings per share because their inclusion would be anti-dilutive.

For the Three Months Ended December 31, 2018 2017 1,885,600 1,104,640

Restricted and performance stock units 131,500 —

### 3. INVESTMENT SECURITIES

Options to purchase shares

Investments available for sale are summarized as follows:

December 31, 2018 Amortized Gross Fair Unrealized Value Cost Gains Losses **REMICs** \$563,554 \$500 \$(11,445) \$552,609 Fannie Mae certificates 235 7,736 (80 7,891 U.S. government and agency obligations 3,983 ) 3,979 (4 Total \$575,273 \$735 \$(11,529) \$564,479 September 30, 2018 Amortized Gross Fair Unrealized

Value Cost Gains Losses **REMICs** \$537,330 \$7 \$(17,338) \$519,999 7,906 Fannie Mae certificates 237 7,998 (145)3,975 U.S. government and agency obligations (7 ) 3,968 \$549,211 \$244 \$(17,490) \$531,965 Total

Gross unrealized losses on available for sale securities and the estimated fair value of the related securities, aggregated by the length of time the securities have been in a continuous loss position, at December 31, 2018 and September 30, 2018, were as follows:

	December 31, 2018 Less Than 12 Months		12 Months	s or More	Total		
	Estimated Fair Value	d Unrealized Loss	Fair	Unrealized Loss	Estimated Fair Value	Unrealized Loss	
Available for sale—							
REMICs	\$53,829	\$ 172	\$410,322	-	\$464,151	•	
Fannie Mae certificates		_	4,369	80	•	80	
U.S. government and agency obligations		4			- /	4	
Total	\$57,808	\$ 176	\$414,691	\$ 11,353	\$472,499	\$ 11,529	
	September Less That Months	er 30, 2018 n 12		ns or More	Total		
	Estimated Fair Value	d Unrealized Loss	d Estimated Fair Value	d Unrealized Loss	d Estimated Fair Value	Unrealized Loss	
Available for sale—							
REMICs	\$113,111	\$ 1,799	· ·	\$ \$ 15,539	-	\$ 17,338	
Fannie Mae certificates			4,337	145	4,337	145	
			*		•		
U.S. government and agency obligations		7 9 \$ 1,806	<u> </u>		3,968	7 · \$ 17,490	

We believe the unrealized losses on investment securities were attributable to interest rate increases. The contractual terms of U.S. government and agency obligations do not permit the issuer to settle the security at a price less than the par value of the investment. The contractual cash flows of mortgage-backed securities are guaranteed by Fannie Mae, Freddie Mac and Ginnie Mae. REMICs are issued by or backed by securities issued by these governmental agencies. It is expected that the securities would not be settled at a price substantially less than the amortized cost of the investment. The U.S. Treasury Department established financing agreements in 2008 to ensure Fannie Mae and Freddie Mac meet their obligations to holders of mortgage-backed securities that they have issued or guaranteed. Since the decline in value is attributable to changes in interest rates and not credit quality and because the Company has neither the intent to sell the securities nor is it more likely than not the Company will be required to sell the securities for the time periods necessary to recover the amortized cost, these investments are not considered other-than-temporarily impaired. At December 31, 2018, the amortized cost and fair value of U.S. government obligations, categorized as due in more than one year but less than five years, are \$3,983 and \$3,979, respectively.

### 4. LOANS AND ALLOWANCE FOR LOAN LOSSES

Loans held for investment consist of the following:

	December 31,	September 30,
	2018	2018
Real estate loans:		
Residential Core	\$10,903,831	\$10,930,811
Residential Home Today	92,570	94,933
Home equity loans and lines of credit	1,898,185	1,818,918
Construction	59,185	64,012
Real estate loans	12,953,771	12,908,674
Other consumer loans	3,000	3,021
Add (deduct):		
Deferred loan expenses, net	39,526	38,566
Loans in process ("LIP")	(34,833 )	(36,549)
Allowance for loan losses	(41,938)	(42,418)
Loans held for investment, net	\$12,919,526	\$12,871,294

At December 31, 2018 and September 30, 2018, respectively, \$755 and \$659 of loans were classified as mortgage loans held for sale.

A large concentration of the Company's lending is in Ohio and Florida. As of December 31, 2018 and September 30, 2018, the percentage of aggregate Residential Core, Home Today and Construction loans held in Ohio was 56% as of both dates and the percentage held in Florida was 16% as of both dates. As of December 31, 2018 and September 30, 2018, home equity loans and lines of credit were concentrated in Ohio (35% and 36%), Florida (20% as of both dates), and California (15% as of both dates).

Home Today was an affordable housing program targeted to benefit low- and moderate-income home buyers and most loans under the program were originated prior to 2009. No new loans were originated under the Home Today program after September 30, 2016. Through this program the Association provided the majority of loans to borrowers who would not otherwise qualify for the Association's loan products, generally because of low credit scores, Although the credit profiles of borrowers in the Home Today program might be described as sub-prime, Home Today loans generally contained the same features as loans offered to our Residential Core borrowers. Borrowers with a Home Today loan completed financial management education and counseling and were referred to the Association by a sponsoring organization with which the Association partnered as part of the program. Because the Association applied less stringent underwriting and credit standards to the majority of Home Today loans, loans originated under the program have greater credit risk than its traditional residential real estate mortgage loans in the Residential Core portfolio. As of December 31, 2018 and September 30, 2018, the principal balance of Home Today loans originated prior to March 27, 2009 was \$89,417 and \$91,805, respectively. Since loans are no longer originated under the Home Today program, the Home Today portfolio will continue to decline in balance due to contractual amortization. To supplant the Home Today product and to continue to meet the credit needs of customers and the communities served, since fiscal 2016 the Association has offered Fannie Mae eligible, Home Ready loans. These loans are originated in accordance with Fannie Mae's underwriting standards. While the Association retains the servicing to these loans, the loans, along with the credit risk associated therewith, are securitized/sold to Fannie Mae. The Association does not offer, and has not offered, loan products frequently considered to be designed to target sub-prime borrowers containing features such as higher fees or higher rates, negative amortization, a LTV ratio greater than 100%, or pay-option adjustable-rate mortgages.

### **Table of Contents**

An age analysis of the recorded investment in loan receivables that are past due at December 31, 2018 and September 30, 2018 is summarized in the following tables. When a loan is more than one month past due on its scheduled payments, the loan is considered 30 days or more past due. Balances are adjusted for deferred loan fees, expenses and any applicable loans-in-process.

00 D

			30-59 Days Past Due	60-89 Days Past Due	90 Days or More Past Due	Total Past Due	Current	Total
December 31, 2018								
Real estate loans:								
Residential Core			\$8,701	\$2,124	\$10,814	\$21,639	\$10,898,316	\$10,919,955
Residential Home Today			3,980	1,495	4,234	9,709	82,611	92,320
Home equity loans and li	nes of c	redit	3,575	2,001	6,758	12,334	1,909,874	1,922,208
Construction							23,981	23,981
Total real estate loans			16,256	5,620	21,806	43,682	12,914,782	12,958,464
Other consumer loans			_	_	_	_	3,000	3,000
Total			\$16,256	\$5,620	\$21,806	\$43,682	\$12,917,782	\$12,961,464
	30-59 Days Past Due	60-8 Days Past Due	or More	Tota Past Due		ent	Total	

September 30, 2018 Real estate loans:

Residential Core \$7,539 \$2,335 \$10,807 \$20,681 \$10,926,294 \$10,946,975

Residential Home Today 2,787 1,765