# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 10-Q

(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2006
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 1-13578

## DOWNEY FINANCIAL CORP.

(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation or organization)

3501 Jamboree Road, Newport Beach, CA
(Address of principal executive office)
Registrant s telephone number, including area code

33-0633413
(I.R.S. Employer Identification No.)

92660
(Zip Code)
(949) 854-0300

N/A
(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

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was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes_ $\mathbf{X}$ No_

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. (Check one):
Large accelerated file $\underline{\mathbf{X}}$ Accelerated filer _ Non-accelerated filer $\qquad$
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes $\qquad$ No $\underline{X}$

At September 30, 2006, 27,853,783 shares of the Registrant s Common Stock, $\$ 0.01$ par value were outstanding.

## DOWNEY FINANCIAL CORP.

## September 30, 2006 QUARTERLY REPORT ON FORM 10-Q

## TABLE OF CONTENTS

PART I FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS ..... 1
Consolidated Balance Sheets at September 30, 2006 and 2005 and ..... 1December 31, 2005
Consolidated Statements of Income for the three and nine monthsended
September 30, 2006 and 2005 ..... 2
Consolidated Statements of Comprehensive Income for the three and nine months ended
September 30, 2006 and 2005 ..... 3
Consolidated Statements of Cash Flows for the nine months ended September 30, 2006 and 2005 ..... 4
Notes To Consolidated Financial Statements ..... 6
ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS ..... 17
ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET ..... 54RISK
ITEM 4. CONTROLS AND PROCEDURES ..... 54
PART II OTHER INFORMATION
ITEM 1. LEGAL PROCEEDINGS ..... 55
ITEM 1A. RISK FACTORS ..... 55
ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF ..... 55PROCEEDS
ITEM 3. DEFAULTS UPON SENIOR SECURITIES ..... 55
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITIY HOLDERS ..... 55
ITEM 5. OTHER INFORMATION ..... 56
ITEM 6. EXHIBITS ..... 56
AVAILABILITY OF REPORTS ..... 56
SIGNATURES ..... 56

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## PART I FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

## DOWNEY FINANCIAL CORP. AND SUBSIDIARIES

## Consolidated Balance Sheets

## (Dollars in Thousands, Except Per Share Data)

September 30, December 31, September 30,

$\qquad$
Assets

| Cash | $\$$ | 179,780 | $\$$ | 190,396 | $\$$ | 171,225 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Federal funds | 1 | - | 2 |  |  |  |


|  |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash and cash equivalents | 179,781 | 190,396 | 171,227 |
| U.S. Treasury, government sponsored entities and other investment |  |  |  |
| securities available for sale, at fair value | $1,162,614$ | 626,313 | 550,621 |
| Loans held for sale, at lower of cost or fair value | 323,428 | 464,488 | 501,611 |
| Mortgage-backed securities available for sale, at fair value | 257 | 277 | 284 |
| Loans held for investment | $14,872,642$ | $15,391,759$ | $14,877,306$ |
| Allowance for loan losses | $(60,784)$ | $(34,601)$ | $(34,565)$ |
|  |  |  |  |
|  |  |  |  |
| Loans held for investment, net | $14,811,858$ | $15,357,158$ | $14,842,741$ |
| Investments in real estate and joint ventures | 55,663 | 49,344 | 49,351 |
| Real estate acquired in settlement of loans | 5,761 | 908 | 2,323 |
| Premises and equipment | 115,442 | 109,574 | 105,996 |
| Federal Home Loan Bank stock, at cost | 187,186 | 179,844 | 222,228 |
| Mortgage servicing rights, net | 20,310 | 20,302 | 19,117 |
| Other assets | 120,493 | 97,059 | 101,795 |


| Liabilities and Stockholders Equity |  |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
| Deposits | $\$ 11,945,758$ | $\$ 11,876,848$ | $\$ 11,752,236$ |  |
| Securities sold under agreements to repurchase | 463,678 | - | - |  |
| Federal Home Loan Bank advances | $2,680,546$ | $3,557,515$ | $3,162,808$ |  |
| Senior notes | 198,216 | 198,087 | 198,045 |  |
| Accounts payable and accrued liabilities | 220,497 | 114,527 | 151,794 |  |
| Deferred income taxes | 121,869 | 140,467 | 130,883 |  |
|  |  |  |  |  |
| Total liabilities | $15,630,564$ | $15,887,444$ | $15,395,766$ |  |

## Stockholders equity

Preferred stock, par value of $\$ 0.01$ per share; authorized $5,000,000$ shares;

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| outstanding none | - | - | - |
| :---: | :---: | :---: | :---: |
| Common stock, par value of \$0.01 per share; authorized 50,000,000 shares; |  |  |  |
| issued 28,235,022 shares at September 30, 2006, December 31, 2005 and |  |  |  |
| September 30, 2005; outstanding 27,853,783 shares at September 30, 2006, |  |  |  |
| December 31, 2005 and September 30, 2005 | 282 | 282 | 282 |
| Additional paid-in capital | 93,792 | 93,792 | 93,792 |
| Accumulated other comprehensive loss | (4,516) | (5,408) | (2,995 ) |
| Retained earnings | 1,279,463 | 1,136,345 | 1,097,241 |
| Treasury stock, at cost, 381,239 shares at September 30, 2006, |  |  |  |
| December 31, 2005 and September 30, 2005 | (16,792 ) | (16,792 ) | $(16,792)$ |
| Total stockholders equity | 1,352,229 | 1,208,219 | 1,171,528 |
|  | \$ 16,982,793 | \$ 17,095,663 | \$ 16,567,294 |

See accompanying notes to consolidated financial statements.

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## DOWNEY FINANCIAL CORP. AND SUBSIDIARIES

## Consolidated Statements of Income

| (Dollars in Thousands, Except Per Share Data) | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 |
| Interest income |  |  |  |  |
| Loans | \$ 277,974 | \$ 214,068 | \$ 808,552 | \$ 604,022 |
| U.S. Treasury and government sponsored entities securities | 11,404 | 5,331 | 27,670 | 15,198 |
| Mortgage-backed securities | 3 | 3 | 9 | 9 |
| Other investment securities | 2,419 | 2,374 | 6,941 | 8,032 |
| Total interest income | 291,800 | 221,776 | 843,172 | 627,261 |
| Interest expense |  |  |  |  |
| Deposits | 110,033 | 74,900 | 301,666 | 184,885 |
| Federal Home Loan Bank advances and other borrowings | 48,229 | 33,554 | 143,109 | 107,106 |
| Senior notes | 3,299 | 3,296 | 9,895 | 9,887 |
| Total interest expense | 161,561 | 111,750 | 454,670 | 301,878 |
| Net interest income | 130,239 | 110,026 | 388,502 | 325,383 |
| Provision for (recovery of) credit losses | 9,640 | (751) | 26,359 | 1,870 |
| Net interest income after provision for (recovery of) credit losses | 120,599 | 110,777 | 362,143 | 323,513 |
| Other income, net |  |  |  |  |
| Loan and deposit related fees | 9,279 | 9,573 | 27,008 | 27,419 |
| Real estate and joint ventures held for investment, net | 5,331 | 3,307 | 10,173 | 7,615 |
| Secondary marketing activities: |  |  |  |  |
| Loan servicing income (loss), net | (377) | 2,166 | 264 | 1,121 |
| Net gains on sales of loans and mortgage-backed securities | 14,847 | 29,499 | 35,120 | 108,962 |
| Net gains on sales of mortgage servicing rights | - | 19 | - | 1,000 |
| Net gains on sales of investment securities | - | - | - | 28 |
| Litigation award | 1,625 | - | 1,625 | 1,767 |
| Other | (36) | 971 | 719 | 1,830 |
| Total other income, net | 30,669 | 45,535 | 74,909 | 149,742 |
| Operating expense |  |  |  |  |
| Salaries and related costs | 38,943 | 38,155 | 120,596 | 116,352 |

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See accompanying notes to consolidated financial statements.
Page 2
Navigation Links

# DOWNEY FINANCIAL CORP. AND SUBSIDIARIES 

## Consolidated Statements of Comprehensive Income

|  | Three Months Ended <br> September 30, | Nine Months Ended <br> September 30, |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (In Thousands) |  |  |

See accompanying notes to consolidated financial statements.

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## DOWNEY FINANCIAL CORP. AND SUBSIDIARIES

## Consolidated Statements of Cash Flows

Nine Months Ended<br>September 30,

## Cash flows from operating activities



Proceeds from sales of wholly owned real estate and real estate acquired in settlement

| of loans | 11,080 | 12,934 |
| :---: | :---: | ---: |
| Other | $(3,810)$ | 413 |
| Other, net | 9,690 | 4,219 |

# DOWNEY FINANCIAL CORP. AND SUBSIDIARIES 

## Consolidated Statements of Cash Flows (Continued)

Nine Months Ended<br>September 30,



See accompanying notes to consolidated financial statements.

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NOTE (1) Basis of Financial Statement Presentation

In the opinion of Downey Financial Corp. and subsidiaries (Downey, we, us and our ), the accompanying consolidated financial stateme contain all adjustments (consisting of normal recurring accruals unless otherwise disclosed in this Form 10-Q) necessary for a fair presentation of Downey s financial condition as of September 30, 2006, December 31, 2005 and September 30, 2005, the results of operations and comprehensive income for the three months and nine months ended September 30, 2006 and 2005, and changes in cash flows for the nine months ended September 30, 2006 and 2005. Certain prior period amounts have been reclassified to conform to the current period presentation.

The accompanying consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles for interim financial statements and are in compliance with the instructions for Form 10-Q and therefore do not include all information and footnotes necessary for a fair presentation of financial condition, results of operations, comprehensive income and cash flows. The information under the heading Management s Discussion and Analysis of Financial Condition and Results of Operations presumes that the interim consolidated financial statements will be read in conjunction with Downey s Annual Report on Form 10-K for the year ended December 31, 2005, which contains among other things, a description of the business, the latest audited consolidated financial statements and notes thereto, together with Management s Discussion and Analysis of Financial Condition and Results of Operations as of December 31, 2005 and for the year then ended. Therefore, only material changes in financial condition and results of operations are discussed in the remainder of Part I.

## NOTE (2) Reclassification of Prior Period Amounts

During the first quarter of 2006, loan prepayment and late fees were reclassified from loan and deposit related fees to loan interest income to conform with the classification change from prior reporting requirements received from the Office of Thrift Supervision ( OTS ). Previously reported periods were reclassified to conform to the current period presentation. The reclassification had no effect on net income or stockholders equity.

Downey maintains an allowance for losses to provide for inherent losses for loan-related commitments associated with undisbursed loan funds and unused lines of credit. During the first quarter of 2006, the allowance for losses on loan-related commitments was reclassified from the allowance for loan losses to accounts payable and accrued liabilities. The allowance for losses on loan-related commitments is calculated using the same methodology as that used to determine the allowance for loan losses. Previously reported periods were reclassified to conform to the current period presentation. The reclassifications had no effect on the provision for credit losses, which continues to be comprised of the sum of the provision for loan losses and the provision for losses on loan-related commitments; thus, there was no effect on net income or stockholders equity.

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## NOTE (3) Mortgage Servicing Rights ( MSRs )

The following table summarizes the activity in MSRs and its related allowance for the periods indicated and other related financial data.

## Three Months Ended

| (Dollars in Thousands) | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ |  | June 30,$2006$ |  | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2005 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross balance at beginning of period | \$ | 20,665 | \$ | 20,420 | \$ | 21,157 | \$ | 20,917 | \$ | 20,626 |
| Additions ${ }^{(a)}$ |  | 896 |  | 1,285 |  | 1,022 |  | 1,740 |  | 1,858 |
| Amortization |  | (1,056 ) |  | (1,029) |  | (1,198) |  | (1,252) |  | (1,346) |
| Sales |  | - |  | - |  | - |  | - |  | (87) |
| Impairment write-down |  | (22) |  | (11) |  | (561) |  | (248) |  | (134) |
| Gross balance at end of period |  | 20,483 |  | 20,665 |  | 20,420 |  | 21,157 |  | 20,917 |
| Allowance balance at beginning of period |  | 104 |  | 255 |  | 855 |  | 1,800 |  | 3,793 |
| Provision for (reduction of) impairment |  | 91 |  | (140) |  | (39) |  | (697) |  | $(1,859)$ |
| Impairment write-down |  | (22) |  | (11) |  | (561) |  | (248) |  | (134) |
| Allowance balance at end of period |  | 173 |  | 104 |  | 255 |  | 855 |  | 1,800 |
| Total mortgage servicing rights, net | \$ | 20,310 | \$ | 20,561 | \$ | 20,165 | \$ | 20,302 | \$ | 19,117 |


| As a percentage of associated mortgage loans | 0.87 \% |  |  | 0.87 \% | 0.85 \% |  | 0.86 \% |  | 0.83 \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Estimated fair value ${ }^{(b)}$ | \$ | 22,383 | \$ | 23,644 | \$ | 21,894 | \$ | 20,351 | \$ | 19,139 |
| Weighted average expected life (in months) |  | 51 |  | 56 |  | 51 |  | 47 |  | 47 |
| Custodial account earnings rate |  | 5.28 \% |  | 5.39 \% |  | 4.90 \% |  | 4.46 \% |  | 3.99 \% |
| Weighted average discount rate |  | 9.41 |  | 9.39 |  | 9.45 |  | 9.32 |  | 9.20 |

## At period end

Mortgage loans serviced for others:

| Total | \$ 6,595,462 | \$ 6,377,737 | \$ 5,794,067 | \$ 5,292,253 | \$ 11,444,758 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| With capitalized mortgage servicing rights: ${ }^{\text {b })}$ |  |  |  |  |  |
| Amount | 2,345,880 | 2,369,543 | 2,372,534 | 2,362,539 | 2,310,726 |
| Weighted average interest rate | 5.70 \% | 5.66 \% | 5.63 \% | 5.60 \% | 5.57 \% |
| Total loans sub-serviced without mortgage |  |  |  |  |  |
| servicing rights: ${ }^{(c)}$ |  |  |  |  |  |
| Term less than six months | \$ 981,883 | \$ 228,455 | \$ 153,655 | \$ 123,552 | \$ 292,480 |
| Term indefinite | 3,249,905 | 3,760,642 | 3,248,012 | 2,785,090 | 8,818,890 |


| Custodial account balances | $\$$ | 171,481 | $\$$ | 147,831 | $\$$ | 124,324 | $\$$ | 117,451 | $\$$ | 326,906 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

${ }^{(a)}$ Includes minor amounts repurchased.
${ }^{(b)}$ The estimated fair value may exceed book value for certain asset strata and excluded loans sold or securitized prior to 1996 and loans sub-serviced without capitalized MSRs.
${ }^{(c)}$ Servicing is performed for a fixed fee per loan each month.

Nine Months Ended
September 30,

| (Dollars in Thousands) | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross balance at beginning of period | \$ | 21,157 | \$ | 20,502 |
| Additions ${ }^{(a)}$ |  | 3,203 |  | 4,684 |
| Amortization |  | (3,283) |  | (3,904 ) |
| Sales |  | - |  | (101) |
| Impairment write-down |  | (594) |  | (264) |
| Gross balance at end of period |  | 20,483 |  | 20,917 |
| Allowance balance at beginning of period |  | 855 |  | 2,538 |
| Reduction of impairment |  | (88) |  | (474 ) |
| Impairment write-down |  | (594) |  | (264 ) |
| Allowance balance at end of period |  | 173 |  | 1,800 |
| Total mortgage servicing rights, net | \$ | 20,310 | \$ | 19,117 |

${ }^{(a)}$ Includes minor amounts repurchased.
Page 7
Navigation Links

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Key assumptions, which vary due to changes in market interest rates and are used to determine the fair value of MSRs, include: expected prepayment speeds, which impact the average life of the portfolio; the earnings rate on custodial accounts, which impacts the value of custodial accounts; and the discount rate used in valuing future cash flows. The following table summarizes the estimated changes in the fair value of mortgage servicing rights for changes in those assumptions individually and in combination associated with an immediate 100 basis point increase or decrease in market rates. The table also summarizes the earnings impact associated with provisions for or reductions of the valuation allowance for mortgage servicing rights. Impairment is measured on a disaggregated basis based upon the predominant risk characteristics of the underlying mortgage loans, which include loans by loan term and coupon rate stratified in 50 basis point increments. Impairment losses are recognized through a valuation allowance for each impaired stratum, with any associated provision recorded as a component of loan servicing income. Certain stratum may have impairment, while other stratum may not. Therefore, changes in overall fair value may not equal provisions for or reductions of the valuation allowance.

The sensitivity analysis in the table below is hypothetical and should be used with caution. As the figures indicate, changes in fair value based on a 100 basis point variation in assumptions generally cannot be easily extrapolated because the relationship of the change in the assumptions to the change in fair value may not be linear. Also, in this table, the effect that a change in a particular assumption may have on the fair value is calculated without changing any other assumptions. In reality, changes in one factor may result in changes in another, which might magnify or counteract the sensitivities.

|  | Expected <br> Prepayment <br> Speeds | Custodial <br> Accounts <br> Rate | Discount <br> Rate | Combination |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :--- |

${ }^{(a)}$ The weighted-average expected life of the MSRs portfolio becomes 60 months.
${ }^{(b)}$ The weighted-average expected life of the MSRs portfolio becomes 33 months.

The following table presents a breakdown of the components of loan servicing income (loss), net included in Downey s results of operations for the periods indicated.

Three Months Ended

| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net cash servicing fees | \$ 1,583 | \$ 1,574 | \$ 1,566 | \$ 1,743 | \$ 1,968 |
| Payoff and curtailment interest cost ${ }^{(a)}$ | (813) | (233) | (218) | (250) | (315) |
| Amortization of mortgage servicing rights | (1,056 ) | (1,029) | (1,198) | (1,252 ) | (1,346) |
| (Provision for) reduction of impairment of |  |  |  |  |  |
| mortgage servicing rights | (91) | 140 | 39 | 697 | 1,859 |
| Total loan servicing income (loss), net | \$ (377) | \$ 452 | \$ 189 | \$ 938 | \$ 2,166 |

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${ }^{(a)}$ Represents the difference between the contractual obligation to pay interest to the investor for an entire month and the actual interest received when a loan prepays prior to the end of the month. This does not include the benefit of the use of repaid loan funds to increase net interest income.

${ }^{(a)}$ Represents the difference between the contractual obligation to pay interest to the investor for an entire month and the actual interest received when a loan prepays prior to the end of the month. This does not include the benefit of the use of repaid loan funds to increase net interest income.

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## NOTE (4) Derivatives, Hedging Activities, Financial Instruments with Off-Balance Sheet Risk and Other Contractual Obligations (Risk Management)

## Derivatives

Downey offers short-term interest rate lock commitments to help attract potential home loan borrowers. The commitments guarantee a specified interest rate for a loan if underwriting standards are met, but do not obligate the potential borrower. Accordingly, some commitments never become loans and merely expire. The residential one-to-four unit interest rate lock commitments Downey ultimately expects to result in loans to be sold in the secondary market are treated as derivatives. Consequently, as derivatives, the hedging of the interest rate lock commitments does not qualify for hedge accounting. Associated fair value adjustments to the interest rate lock commitments are recorded in current earnings under net gains (losses) on sales of loans and mortgage-backed securities with an offset to the balance sheet in either other assets, or accounts payable and accrued liabilities. Fair values for the interest rate lock commitments are based on dealer quoted market prices acquired from third parties. The carrying amount of loans held for sale includes a basis adjustment to the loan balance at funding resulting from the change in fair value of the interest rate lock derivative from the date of commitment to the date of funding. At September 30, 2006, Downey had a notional amount of interest rate lock commitments identified to sell as part of its secondary marketing activities of $\$ 236$ million, with a change in fair value resulting in a recorded gain of $\$ 0.1$ million.

Downey does not generally enter into derivative transactions for purely speculative purposes.

## Hedging Activities

As part of its secondary marketing activities, Downey typically utilizes short-term loan forward sale and purchase contracts derivatives that mature in less than one year to offset the impact of changes in market interest rates on the value of residential one-to-four unit interest rate lock commitments and loans held for sale. In general, interest rate lock commitments associated with fixed rate loans require a higher percentage of loan forward sale contracts to mitigate interest rate risk than those associated with adjustable rate loans. Contracts designated as hedges for the forecasted sale of loans from the held for sale portfolio are accounted for as cash flow hedges because these contracts have a high correlation to the price movement of the loans being hedged (within a range of $80 \%-125 \%$ ). The measurement approach for determining the ineffective aspects of the hedge is established at the inception of the hedge. Changes in fair value of the loan forward sale contracts not designated as cash flow hedges and the ineffectiveness of hedge transactions that are not perfectly correlated are recorded in net gains (losses) on sales of loans and mortgage-backed securities. Changes in expected future cash flows related to the fair value of the loan forward sale contracts designated as cash flow hedges for the forecasted sale of loans held for sale are recorded in other comprehensive income (loss), net of tax, provided cash flow hedge requirements are met. The offset to these changes are recorded in the balance sheet as either other assets, or accounts payable and accrued liabilities. The amounts recorded in accumulated other comprehensive income (loss) are recognized in the income statement when the hedged forecasted transactions settle. Downey estimates that all of the related unrealized gains or losses in accumulated other comprehensive income will be reclassified into earnings within the next three months. Fair values for the loan forward sale contracts are based on dealer quoted market prices acquired from third parties. At September 30, 2006, the notional amount of loan forward sale contracts amounted to $\$ 522$ million, with a change in fair value resulting in a loss of $\$ 1.2$ million, of which $\$ 308$ million were designated as cash flow hedges. There were no loan forward purchase contracts at September 30, 2006.

Downey has not discontinued any designated derivative instruments associated with loans held for sale due to a change in the probability of settling a forecasted transaction.

In connection with its interest rate risk management, Downey from time-to-time enters into interest rate exchange agreements ( swap contracts ) with certain national investment banking firms or the Federal Home Loan Bank ( FHLB ) under terms that provide mutual payment of interest on the outstanding notional amount of swap contracts. These swap contracts help Downey manage the effects of adverse changes in interest rates on net interest income. Downey has interest rate swap contracts on which Downey pays variable interest based on the 3-month London Inter-Bank Offered Rate ( LIBOR ) while receiving fixed interest. The swaps were designated as a hedge of changes in the fair value of certain FHLB fixed rate advances due to changes in market interest rates. The payment and maturity dates of the swap contracts match those of the advances. This hedge effectively converts fixed interest rate advances into debt that adjusts quarterly to movements in 3-month LIBOR. Because the terms of the swap contracts match those of the advances, the hedge has no ineffectiveness and results are reported in interest expense. The fair value of interest rate swap contracts is based on dealer quoted market prices acquired from third parties and represents the estimated amount Downey would receive or pay upon terminating the contracts, taking into consideration current interest rates and the remaining contract terms. The fair value of the swap contracts is recorded on the balance sheet in either other assets or accounts payable and accrued liabilities. With no ineffectiveness, the recorded swap contract values will essentially act as fair value adjustments to the advances being hedged.

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At September 30, 2006, swap contracts with a notional amount totaling $\$ 430$ million were outstanding and had a fair value loss of $\$ 15$ million recorded on the balance sheet in accounts payable and accrued liabilities and as a decrease to the advances being hedged.

The following table summarizes Downey s interest rate swap contracts at September 30, 2006.

|  | NotionalWeighted <br> Average <br> Interest <br> Rate | Term |  |  |  |
| :--- | :---: | :---: | :--- | :--- | :--- |
| (Dollars in Thousands) | Amount | (100,000) | $5.40 \%$ | March 2004 | October 2008 |
| Pay Variable (3-month LIBOR) | 100,000 | 3.20 |  |  |  |
| Receive Fixed | $(130,000)$ | 5.40 | March 2004 | October 2008 |  |
| Pay Variable (3-month LIBOR) | 130,000 | 3.21 |  |  |  |
| Receive Fixed | $(100,000)$ | 5.40 | March 2004 | November 2008 |  |
| Pay Variable (3-month LIBOR) | 100,000 | 3.26 |  |  |  |
| Receive Fixed | $(100,000)$ | 5.40 | March 2004 | November 2008 |  |
| Pay Variable (3-month LIBOR) | 100,000 | 3.27 |  |  |  |
| Receive Fixed |  |  |  |  |  |

The following table shows the impact from non-qualifying hedges and the ineffectiveness of cash flow hedges on net gains (losses) on sales of loans and mortgage-backed securities (i.e., SFAS 133 effect), as well as the impact to other comprehensive income (loss) from qualifying cash flow transactions for the periods indicated. Also shown is the notional amount or balance for Downey s non-qualifying and qualifying hedge transactions.

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | June 30, <br> 2006 | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| Net gains (losses) on non-qualifying hedge transactions | \$ (304) | \$ (733) | \$ 238 | \$ 841 | \$ (1,400) |
| Net gains on qualifying cash flow hedge transactions: |  |  |  |  |  |
| Unrealized hedge ineffectiveness | - | - | - | - | - |
| Less reclassification of realized hedge ineffectiveness | - | - | - | - | - |
| Total net gains (losses) recognized in sales of loans and |  |  |  |  |  |
| mortgage-backed securities (SFAS 133 effect) | (304) | (733) | 238 | 841 | (1,400 ) |
| Other comprehensive income (loss) | (201) | (385) | 579 | (406) | 395 |
| Notional amount or balance at period end |  |  |  |  |  |
| Non-qualifying hedge transactions: |  |  |  |  |  |
| Interest rate lock commitments ${ }^{(a)}$ | \$ 236,435 | \$ 237,867 | \$ 307,635 | \$ 285,002 | \$ 513,459 |

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| Associated loan forward sale contracts | 213,783 | 209,815 | 261,359 | 268,321 | 402,363 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Qualifying cash flow hedge transactions: |  |  |  |  |  |
| Loans held for sale, at lower of cost or fair value | 323,428 | 417,691 | 561,511 | 464,488 | 501,611 |
| Associated loan forward sale contracts | 307,982 | 398,741 | 544,141 | 449,923 | 489,137 |
| Qualifying fair value hedge transactions: |  |  |  |  |  |
| Designated FHLB advances pay-fixed | 430,000 | 430,000 | 430,000 | 430,000 | 430,000 |
| Associated interest rate swap contracts |  |  |  |  |  |
| pay-variable, receive-fixed | 430,000 | 430,000 | 430,000 | 430,000 | 430,000 |

${ }^{(a)}$ Amounts are reduced by an anticipated fallout factor for those commitments not expected to fund.

|  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: |
| (In Thousands) | 2006 | 2005 |
| Net gains (losses) on non-qualifying hedge transactions | \$ (799) | \$ 2,771 |
| Net gains on qualifying cash flow hedge transactions: |  |  |
| Unrealized hedge ineffectiveness | - | - |
| Less reclassification of realized hedge ineffectiveness | - | - |
|  |  |  |
| Total net gains (losses) recognized in sales of loans and |  |  |
| mortgage-backed securities (SFAS 133 effect) | (799) | 2,771 |
| Other comprehensive income (loss) | (7) | 381 |

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These loan forward sale and swap contracts expose Downey to credit risk in the event of nonperformance by the other parties primarily government sponsored enterprises such as Federal National Mortgage Association, securities firms and the FHLB. This risk consists primarily of the termination value of agreements where Downey is in a favorable position. Downey controls the credit risk associated with its other parties to the various derivative agreements through credit review, exposure limits and monitoring procedures. Downey does not anticipate nonperformance by the other parties.

## Financial Instruments with Off-Balance Sheet Risk

Downey utilizes financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of its customers and to reduce its own exposure to fluctuations in interest rates. These financial instruments include commitments to originate fixed and variable rate mortgage loans held for investment, undisbursed loan funds, lines and letters of credit, commitments to purchase loans and mortgage-backed securities for portfolio and commitments to invest in community development funds. The contract or notional amounts of those instruments reflect the extent of involvement Downey has in particular classes of financial instruments.

Commitments to originate fixed and variable rate mortgage loans are agreements to lend to a customer as long as there is no violation of any condition established in the commitment. Commitments generally have fixed expiration dates or other termination clauses and some require payment of a fee. Since some commitments expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. Undisbursed loan funds on construction projects and unused lines of credit on home equity and commercial loans include committed funds not disbursed. Letters of credit are conditional commitments issued by Downey to guarantee the performance of a customer to a third party. Downey also enters into commitments to purchase loans and mortgage-backed securities, investment securities and to invest in community development funds.

The following is a summary of commitments with off-balance sheet risk at the dates indicated.

|  | September 30, | June 30, | March 31, | December 31, September 30, |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | 2006 | 2006 | 2006 | 2005 | 2005 |

Commitments to originate adjustable
rate loans

| held for investment | $\$ 201,662$ | $\$ 338,222$ | $\$ 508,426$ | $\$ 390,238$ | $\$ 639,249$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Undisbursed loan funds and unused <br> lines of credit | 370,159 | 391,395 | 406,675 | 409,555 | 440,257 |

Downey uses the same credit policies in making commitments to originate loans held for investment and lines and letters of credit as it does for on-balance sheet instruments. For commitments to originate loans held for investment, the committed amounts represent exposure to loss from market fluctuations as well as credit loss. In regard to these commitments, adverse changes from market fluctuations are generally not hedged. Downey controls the credit risk of its commitments to originate loans held for investment through credit approvals, limits and monitoring procedures. The credit risk involved in issuing lines and letters of credit requires the same creditworthiness evaluation as that involved in extending loan facilities to customers. Downey evaluates each customer s creditworthiness.

Downey receives collateral to support commitments when deemed necessary. The most significant categories of collateral include real estate properties underlying mortgage loans, liens on personal property and cash on deposit with Downey.

Downey maintains an allowance for losses to provide for inherent losses for loan-related commitments associated with undisbursed loan funds and unused lines of credit. The allowance for losses on loan-related commitments was $\$ 1$ million at September 30, 2006, December 31, 2005 and September 30, 2005.

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## Other Contractual Obligations

Downey sells all loans without recourse. When a loan sold to an investor without recourse fails to perform according to the contractual terms, the investor will typically review the loan file to determine whether defects in the origination process occurred and whether such defects give rise to a violation of a representation or warranty made to the investor in connection with the sale. If such a defect is identified, Downey may be required to either repurchase the loan or indemnify the investor for losses sustained. If there are no such defects, Downey has no commitment to repurchase the loan. During the first nine months of 2006, Downey recorded a $\$ 0.9$ million repurchase loss related to defects in the origination process and repurchased $\$ 3$ million of loans. These loan and servicing sale contracts typically contain provisions to refund sales price premiums to the purchaser if the related loans prepay during a period not to exceed 120 days from the sale settlement date. Downey reserved less than $\$ 1$ million at September 30, 2006, December 31, 2005 and September 30, 2005 to cover the estimated loss exposure related to early payoffs. However, if all the loans related to those sales prepaid within the refund period, as of September 30, 2006, Downey s maximum sales price premium refund would be $\$ 10.1$ million.

Through the normal course of business, Downey has entered into certain contractual obligations. Downey s obligations generally relate to the funding of operations through deposits and borrowings, loan servicing, as well as leases for premises and equipment. Downey s long-term operating leases are principally for building space and land. Lease terms generally cover a five-year period, with options to extend, and are non-cancelable. Downey also has vendor contractual relationships, but the contracts are not considered to be material.

At September 30, 2006, scheduled maturities of certificates of deposit, FHLB advances and other borrowings, senior notes and future operating minimum lease commitments were as follows:

| (In Thousands) |  | Within <br> 1 Year |  | $\begin{array}{cc} 1 & 3 \\ \text { Years } \end{array}$ |  | $\begin{array}{cc} 4 \quad 5 \\ \text { Years } \end{array}$ |  | $\begin{gathered} \text { Over } \\ 5 \text { Years } \end{gathered}$ |  | Total <br> Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Certificates of deposit | \$ | 8,728,363 | \$ | 325,881 | \$ | 125,185 | \$ | - | \$ | 9,179,429 |
| FHLB advances and other borrowings |  | 2,729,678 |  | 414,546 |  | - |  | - |  | 3,144,224 |
| Senior notes |  |  |  | - |  | - |  | 198,216 |  | 198,216 |
| Operating leases |  | 5,005 |  | 7,181 |  | 3,180 |  | 987 |  | 16,353 |
| Total other contractual obligations | \$ | 11,463,046 | \$ | 747,608 | \$ | 128,365 | \$ | 199,203 | \$ | 12,538,222 |

## Litigation

On June 21, 2005, a former loan underwriting employee brought an action in Contra Costa Superior Court, Case No. C05-01293, entitled Teresa Sims, et al. v. Downey Savings and Loan Association. The complaint seeks unspecified damages for alleged unpaid overtime wages and bonuses, inadequate meal and rest breaks, and related claims. The plaintiff is seeking class action status to represent all other current and former Downey Savings employees that held the position of loan underwriter, including, but not limited to, the job title of Senior Loan Underwriter within the State of California (a) at any time during the four years prior to June 21, 2005 and/or (b) who was employed by Downey Savings on or about September 30, 2002, when Downey Savings terminated an annual bonus program. Based on a review of the current facts and circumstances with retained outside counsel, (i) Downey Savings plans to oppose the claim and assert all appropriate defenses and (ii) management has provided for what is believed to be a reasonable estimate of exposure for this matter in the event of loss. While acknowledging the uncertainties of litigation, management believes that the ultimate outcome of this matter will not have a material adverse effect on its operations, cash flows or financial position.

Downey has been named as a defendant in other legal actions arising in the ordinary course of business, none of which, in the opinion of management, will have a material adverse effect on its operations, cash flows or financial position.

## NOTE (5) Income Taxes

Downey and its wholly owned subsidiaries file a consolidated federal income tax return and various state income and franchise tax returns on a calendar year basis. The Internal Revenue Service and state taxing authorities have examined Downey stax return for all years through 2003. Downey s management believes it has adequately provided for potential exposure to issues that may be raised by tax auditors in years which remain open to review.

During the third quarter of 2006, Downey resolved prior year tax issues that resulted in a reduction to tax expense of $\$ 3.6$ million.

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## NOTE (6) Employee Stock Option Plans

During 1994, the Bank adopted and the stockholders approved the Downey Savings and Loan Association 1994 Long Term Incentive Plan ( LTIP ). The LTIP provided for the granting of stock appreciation rights, restricted stock, performance awards and other awards. Effective January 23, 1995, Downey Financial Corp. and the Bank executed an amendment to the LTIP by which Downey Financial Corp. adopted and ratified the LTIP such that shares of Downey Financial Corp. shall be issued upon exercise of options or payment of other awards, for which payment is to be made in stock, in lieu of the Bank s common stock. The LTIP terminated in 2004; however, options granted and outstanding at termination remain exercisable until the specific termination date of the option. At September 30, 2006, options for 52,914 shares were outstanding at a weighted average remaining contractual life of 3 years, all of which were exercisable at a weighted average option price per share of $\$ 25.44$, which represented at least the fair market value of such shares on the date the options were granted. At September 30, 2006, 381,239 shares of treasury stock existed that may be used to satisfy the exercise of the options. No other stock based plan exists.

Downey historically measured its employee stock-based compensation arrangements under the provisions of Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees (APB 25 ). Accordingly, no compensation expense has been recognized for the stock option plan, as stock options were granted at fair value at the date of grant. Had compensation expense for Downey s stock option plan been determined based on the fair value estimated using the Black-Scholes model at the grant date for previous awards, stock-based compensation would have been fully expensed over the vesting period as of December 31, 2002. Therefore, for the three months and nine months ended September 30, 2006 and 2005, Downey s net income and income per share would not have been reduced.

## NOTE (7) Earnings Per Share

Earnings per share of common stock is calculated on both a basic and diluted basis based on the weighted average number of common and common equivalent shares outstanding, excluding common shares in treasury. Basic earnings per share excludes dilution and is computed by dividing income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock or resulted from the issuance of common stock that then shared in earnings.

The following table presents a reconciliation of the components used to derive basic and diluted earnings per share for the periods indicated.

## Three Months Ended September 30,

|  | 2006 |  |  | 2005 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands, Except PerShare Data) | Net | Weighted <br> Average | Weighted <br> Average |  |  |  |
|  |  | Shares | Per Share | Net | Shares | Per <br> Share |
|  | Income | Outstanding | Amount | Income | Outstanding | Amount |
| Basic earnings per share | \$ 57,176 | 27,853,783 | \$ 2.05 | \$ 59,736 | 27,853,783 | \$ 2.14 |
| Effect of dilutive stock options | - | 29,415 | - | - | 30,569 |  |
| Diluted earnings per share | \$ 57,176 | 27,883,198 | \$ 2.05 | \$ 59,736 | 27,884,352 | \$ 2.14 |

[^0]$$
2006
$$

| (Dollars in Thousands, Except Per Share Data) | Weighted Average |  |  | Weighted Average |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net | Shares | Per Share | Net | Shares | Per Share |
|  | Income | Outstanding | Amount | Income | Outstanding | Amount |
| Basic earnings per share | \$ 151,473 | 27,853,783 | \$ 5.43 | \$ 175,545 | 27,853,783 | \$ 6.30 |
| Effect of dilutive stock options | - | 29,784 | - | - | 29,706 | - |
| Diluted earnings per share | \$ 151,473 | 27,883,567 | \$ 5.43 | \$ 175,545 | 27,883,489 | \$ 6.30 |

There were no options excluded from the computation of earnings per share due to anti-dilution.

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## NOTE (8) Business Segment Reporting

The following table presents the operating results and selected financial data by business segments for the periods indicated.


## At September 30, 2006




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## NOTE (9) Recently Issued Accounting Standards

## Financial Accounting Standards Board Interpretation No. 48

In July of 2006, the Financial Accounting Standards Board ( FASB ) issued FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes ( FIN 48, the Interpretation ). The Interpretation establishes a more likely than not criterion for financial statement recognition and measurement of certain tax positions that result in differences between an entity s financial statement and tax return income. FIN 48 is effective for fiscal years beginning after December 15, 2006. Management does not believe that adoption of the Interpretation will result in material changes to its financial statements.

## Statement of Financial Accounting Standards No. 155

In February 2006, the FASB issued Statement of Financial Accounting Standards No. 155, Accounting for Certain Hybrid Financial Instruments ( SFAS 155 ), which provides the following: 1) permits fair value remeasurement for any hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation, 2) clarifies which interest-only strips and principal-only strips are not subject to the requirements of Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities, 3) establishes a requirement to evaluate interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an embedded derivative requiring bifurcation, 4) clarifies that concentrations of credit in the form of subordination are not embedded derivatives, and 5) amends Statement of Financial Accounting Standards No. 140 Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities a replacement of FASB Statement 125 to eliminate the prohibition of a qualifying special-purpose entity from holding a derivative financial instrument that pertains to a beneficial interest other than another derivative financial instrument. SFAS 155 for accounting for certain hybrid financial instruments is effective for us beginning January 1, 2007. Adoption of SFAS 155 is not expected to have a material impact on Downey.

## Statement of Financial Accounting Standards No. 156

In March 2006, the FASB issued Statement of Financial Accounting Standards No. 156, Accounting for Servicing of Financial Assets ( SFAS 156 ), which provides the following: 1) revised guidance on when a servicing asset and servicing liability should be recognized, 2) requires all separately recognized servicing assets and servicing liabilities to be initially measured at fair value, if practicable, 3) permits an entity to elect to measure servicing assets and servicing liabilities at fair value each reporting date and report changes in fair value in earnings in the period in which the changes occur, 4) upon initial adoption, permits a one-time reclassification of available-for-sale securities to trading securities for securities which are identified as offsetting the entity s exposure to changes in the fair value of servicing assets or liabilities that a servicer elects to subsequently measure at fair value, and 5) requires separate presentation of servicing assets and servicing liabilities subsequently measured at fair value in the statement of financial position and additional footnote disclosures. SFAS 156 is effective for us beginning January 1, 2007 with the effects of initial adoption being reported as a cumulative-effect adjustment to retained earnings. The impact to retained earnings as a result of the initial adoption of SFAS 156 is expected to be immaterial.

## Statement of Financial Accounting Standards No. 157

In September 2006, the FASB issued Statement of Financial Accounting Standards No. 157, Fair Value Measurements, ("SFAS 157"), which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements required under other accounting pronouncements, but does not change existing guidance as to whether or not an instrument is carried at fair value. Additionally, it establishes a fair value hierarchy that prioritizes the information used to develop those assumptions. SFAS 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. Earlier application is encouraged, provided that the reporting entity has not yet issued financial statements for that fiscal year, including financial statements for an interim period within that fiscal year. Downey is currently evaluating the impact, if any, that SFAS 157 will have on its financial condition and results of operations.

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## Statement of Financial Accounting Standards No. 158

In September 2006, the FASB issued Statement of Financial Accounting Standards No. 158, "Employers Accounting for Defined Benefit Pension and Other Postretirement Plans an amendment of FASB Statements No. 87, 88, 106, and 132(R), ("SFAS 158"), which requires employers to recognize the underfunded or overfunded status of a defined benefit postretirement plan as an asset or liability in its statement of financial position and to recognize changes in the funded status in the year in which the changes occur through accumulated other comprehensive income. Additionally, SFAS 158 requires employers to measure the funded status of a plan as of the date of its year-end statement of financial position. The new reporting requirements and related new footnote disclosure rules of SFAS No. 158 are effective for fiscal years ending after December 15, 2006. The new measurement date requirement applies for fiscal years ending after December 15, 2008. Adoption of SFAS 158 is not expected to have a material impact on Downey.

## Staff Accounting Bulletin No. 108

In September 2006, the Securities and Exchange Commission issued Staff Accounting Bulletin No. 108, "Considering the Effects of Prior Year Misstatements when Quantifying Misstatements in Current Year Financial Statements," ("SAB 108"), which provides interpretive guidance on the consideration of the effects of prior year misstatements in quantifying current year misstatements for the purpose of a materiality assessment. SAB 108 must be applied to annual financial statements for their first fiscal year ending after November 15, 2006.

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## ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Certain statements under this caption may constitute forward-looking statements under the Private Securities Litigation Reform Act of 1995, which involve risks and uncertainties. Forward-looking statements do not relate strictly to historical information or current facts. Some forward-looking statements may be identified by use of terms such as expects, anticipates, intends, plans, believes, seeks, estimates, similar meaning, or future or conditional verbs such as will, would, should, could or may. Our actual results may differ significantly fror results discussed in such forward-looking statements. Factors that might cause such a difference include, but are not limited to, economic conditions, competition in the geographic and business areas in which we conduct our operations, fluctuations in interest rates, credit quality and government regulation. For additional information concerning these factors, see Part II Other Information Item 1A. Risk Factors on page 55. We do not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward-looking statements were made.

## OVERVIEW

Our net income for the third quarter of 2006 totaled $\$ 57.2$ million or $\$ 2.05$ per share on a diluted basis, down $\$ 2.6$ million or $4.3 \%$ from $\$ 59.7$ million or $\$ 2.14$ per share in the third quarter of 2005.

The decline in our net income between third quarters primarily reflected:

- a $\$ 14.7$ million decline in net gains on sales of loans and mortgage-backed securities due to a lower volume of loans sold;
- a $\$ 10.4$ million increase in provision for credit losses due to continuing signs of weakening in the California real estate market, continued increases in negative amortization and an upward trend in loan defaults; and
- a $\$ 2.5$ million unfavorable change in income from loan servicing activities due primarily to changes in our valuation allowance for mortgage servicing rights.

Those unfavorable items were partially offset by:

- a $\$ 20.2$ million or $18.4 \%$ increase in net interest income reflecting both higher average interest-earning assets and effective interest rate spread;
- a $\$ 2.0$ million increase in income from real estate held for investment due to higher gains from sales; and
- a $\$ 1.6$ million litigation award received in the current quarter.

Both the current and year-ago third quarters included reductions to income tax expense from the settlement of prior-year tax returns. However, the current quarter reduction of $\$ 3.6$ million was above the $\$ 3.2$ million reduction of a year ago.

For the first nine months of 2006, our net income totaled $\$ 151.5$ million or $\$ 5.43$ per share on a diluted basis, down $\$ 24.1$ million or $13.7 \%$ from the $\$ 175.5$ million or $\$ 6.30$ per share for the first nine months of 2005 . The decrease primarily reflected declines in net gains from sales of loans and mortgage-backed securities, an increase in provision for credit losses and higher operating expenses. Those unfavorable items were partially offset by higher net interest income.

For the third quarter, our return on average assets was $1.33 \%$, down from $1.44 \%$ a year ago, while our return on average equity was $17.32 \%$, down from $20.92 \%$ a year ago. For the first nine-month periods, our return on average assets declined from $1.41 \%$ a year ago to $1.16 \%$, while our return on average equity declined from $21.56 \%$ to $15.87 \%$.

At September 30, 2006, assets totaled $\$ 16.983$ billion, up $\$ 415$ million or $2.5 \%$ from a year ago but down $\$ 113$ million or $0.7 \%$ from year-end 2005. During the current quarter, assets declined $\$ 482$ million or $2.8 \%$ due primarily to declines of $\$ 709$ million in loans held for investment and $\$ 94$ million in loans held for sale, partially offset by a $\$ 270$ million increase in securities available for sale. Included within loans held for investment at quarter end were $\$ 12.327$ billion of one-to-four unit adjustable rate mortgages subject to negative amortization, down $\$ 895$ million from June 30, 2006. The amount of negative amortization included in loan balances increased $\$ 48$ million during the current quarter to $\$ 277$ million or $2.25 \%$ of loans subject to negative amortization. During the current quarter, approximately $28 \%$ of loan interest income represented negative amortization, up from both $26 \%$ in the second quarter of 2006 and $18 \%$ in the year-ago third quarter. At origination, these loans had a weighted average loan-to-value ratio of $73 \%$.

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Loan originations (including purchases) totaled $\$ 1.605$ billion in the current quarter, down $\$ 2.039$ billion or $56.0 \%$ from $\$ 3.644$ billion a year ago. Loans originated for sale declined $\$ 876$ million or $51.5 \%$ to $\$ 824$ million, while single family loans originated for portfolio declined $\$ 1.147$ billion or $60.0 \%$ to $\$ 765$ million. Of all loans originated for portfolio this quarter, $\$ 8$ million represented subprime credits. At quarter end, the subprime portfolio totaled $\$ 692$ million, with an average loan-to-value ratio at origination of $70 \%$ and, of the total, $97 \%$ represented "Alt. A and A-" credits. In addition to single family loans, $\$ 16$ million of other loans were originated in the current quarter. For the first nine months of 2006 , loan originations totaled $\$ 6.489$ billion, down $46.0 \%$ from $\$ 12.026$ billion in the same period a year ago.

Deposits totaled $\$ 11.946$ billion at quarter end, up $1.6 \%$ from a year ago and up $0.6 \%$ from year-end 2005 . At quarter end, the number of branches totaled 171 (167 in California and four in Arizona), unchanged from June 30, 2006. During the current quarter, one in-store branch was closed due to the closure of the store in which it was located and one traditional branch was opened. At quarter end, the average deposit size of our 81 traditional branches was $\$ 116$ million, while the average deposit size of our 90 in-store branches was $\$ 28$ million. Borrowings represented $19.7 \%$ of total assets at quarter-end and were down $\$ 413$ million from year-end 2005.

Non-performing assets increased during the quarter by $\$ 27$ million to $\$ 67$ million and represented $0.39 \%$ of total assets, compared with $0.21 \%$ at year-end 2005. The increase occurred in both our prime and subprime residential loan categories.

At September 30, 2006, Downey Savings and Loan Association, F.A. (the Bank ), our primary subsidiary, exceeded all regulatory capital requirements, with capital-to-asset ratios of $8.47 \%$ for both tangible and core capital and $17.05 \%$ for risk-based capital. These capital levels are significantly above the well capitalized standards defined by the federal banking regulators of $5 \%$ for core capital and $10 \%$ for risk-based capital.

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## CRITICAL ACCOUNTING POLICIES


#### Abstract

We have established various accounting policies which govern the application of accounting principles generally accepted in the United States of America in the preparation of our financial statements. Our significant accounting policies are described in Downey s Annual Report on Form 10-K for the year ended December 31, 2005. Certain accounting policies require us to make significant estimates and assumptions which could have a material impact on the carrying value of certain assets and liabilities, and we consider these to be critical accounting policies. The estimates and assumptions are based on historical experience and other factors, which we believe to be reasonable under the circumstances. Actual results could differ significantly from these estimates and assumptions which could have a material impact on the future carrying value of assets and liabilities and our results of operations for the reporting periods. Management has discussed the development and selection of these critical accounting policies with the Audit Committee of our Board of Directors.


We believe the following are critical accounting policies that require the most judicious estimates and assumptions, which are particularly susceptible to significant change in the preparation of our financial statements:

- The valuation of interest rate lock commitments. We enter into commitments to make loans that we intend to sell to investors whereby the interest rate on the loan is set prior to funding. These interest rate lock commitments are considered to be derivatives and are recorded at fair value. This value is calculated using market sources, reduced by an anticipated fallout factor for interest rate lock commitments that are not expected to fund. At September 30, 2006, Downey had a notional amount of interest rate lock commitments identified to sell as part of its secondary marketing activities of $\$ 236$ million, with a change in fair value resulting in a gain of $\$ 0.1$ million, compared to a notional amount of interest rate lock commitments of $\$ 513$ million with a change in fair value resulting in a loss of $\$ 0.8$ million at September 30, 2005. For further information, see Note 4 on page 9 of Notes to Consolidated Financial Statements.
- The allowance for credit and real estate losses. The allowance for credit losses, which includes an allowance for loan losses reported as a reduction of outstanding loans and an allowance for loan-related commitments included in accounts payable and accrued liabilities, and the allowance for real estate losses reported as a reduction to real estate held for investment are maintained at amounts management deems adequate to cover inherent losses in the portfolios. On March 31, 2006, we reclassified to accounts payable and accrued liabilities our allowance for loan-related commitments which was previously included with the allowance for loan losses. We use an internal asset review system and credit loss allowance methodology designed to provide for the detection of problem assets and an adequate allowance to cover credit losses. In determining the allowance for credit losses related to loan relationships of $\$ 5$ million or more, we evaluate the loans on an individual basis, including an analysis of the borrower s creditworthiness, cash flows and financial status, and the condition and the estimated value of the collateral. Unless an individual loan or borrower relationship warrants separate analysis, we generally review all loans under $\$ 5$ million by analyzing their performance and the composition of their collateral as a whole because of the relatively homogeneous nature of the loans. This allowance is determined by applying against asset and loan-related commitment balances the associated loss factors for each major credit type that consider past loss experience and asset duration, or loss statistics against current classified credit balances. Those amounts may be adjusted based upon an analysis of macro-economic and other trends that are likely to affect a borrower s ability to repay their loan according to their loan terms. The allowance for credit and real estate losses totaled $\$ 62$ million at September 30, 2006, compared to $\$ 36$ million at September 30, 2005. For further information, see Allowance for Credit and Real Estate Losses on page 47.
- The valuation of mortgage servicing rights ( MSRs ). The fair value of MSRs is measured using a discounted cash flow analysis based on available market quotes, anticipated prepayment speeds, a custodial account rate and market-adjusted discount rates. Market sources are used to determine prepayment speeds, the net cost of servicing per loan, inflation rate, and default and interest rates for mortgages. MSRs are reviewed for impairment based on their fair value. Impairment is measured on a disaggregated basis based upon the predominant risk characteristics of the underlying mortgage loans, which include loans by loan term and coupon rate stratified at 50 basis point increments. Impairment losses are recognized through a valuation allowance for each impaired stratum, with any associated provision recorded as a component of loan servicing income. During the first quarter of 2006, the coupon rate strata was reduced, which did not have a significant impact on the valuation allowance. At September 30, 2006, the MSR valuation allowance totaled less than $\$ 1$ million, compared to $\$ 2$ million at September 30, 2005. For further information, see Note 3 on page 7 of Notes to Consolidated Financial Statements.
- The prepayment reserves related to sales of loans and MSRs. The gains on sales of loans and of MSRs are recorded net of reserves for anticipated prepayments. These sales contracts typically contain provisions to refund sale price premiums to the purchaser if the related loans prepay during a period not to exceed 120 days from the sale settlement date. Loan and MSR sales reserves are estimated using the prepayment experience of similar products. The estimates are updated during the 120 day period for actual payoffs. The reserve was less than $\$ 1$ million at both September 30, 2006 and September 30, 2005. For further information, see Note 3 on page 7 and Note 4 on page 9 of Notes to Consolidated Financial Statements and Secondary Marketing Activities on page 26.


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## RESULTS OF OPERATIONS

## Net Interest Income

Net interest income is the difference between the interest and dividends earned on loans, mortgage-backed securities and investment securities ( interest-earning assets ) and the interest paid on deposits and borrowings ( interest-bearing liabilities ). The spread between the yield on interest-earning assets and the cost of interest-bearing liabilities and the relative dollar amounts of these assets and liabilities principally affects net interest income.

Our interest income totaled $\$ 130.2$ million in the third quarter of 2006, up $\$ 20.2$ million or $18.4 \%$ from a year ago. This increase reflected increases in both average interest-earning assets and the effective interest rate spread. Interest-earning assets averaged $\$ 16.789$ billion in the current quarter, up $\$ 656$ million or $4.1 \%$ from the same period a year ago. The effective interest rate spread averaged $3.10 \%$ in the current quarter, up $0.37 \%$ from $2.73 \%$ a year ago, and up $0.03 \%$ from $3.07 \%$ in the second quarter of 2006 . The increase in the effective interest rate spread between third quarters primarily reflected two items. First, interest-earning assets in the current quarter were funded with a higher proportion of interest free funds (non-interest bearing checking accounts and the excess of interest-earning assets over deposits and borrowings), and the value of those funds was worth more due to the higher interest rate levels prevalent in the quarter. Second, loan prepayment fees covered a higher proportion of the deferred loan costs that were written-off as a result of those payoffs. For further information regarding a reclassification of certain prior period amounts, see Note 2 on page 6 of Notes to Consolidated Financial Statements.

For the first nine months of 2006, net interest income totaled $\$ 388.5$ million, up $\$ 63.1$ million or $19.4 \%$ from the year-ago period. The increase was due to higher interest-earning asset levels and a higher effective interest rate spread.

The following table presents for the periods indicated the total dollar amount of:

- interest income from average interest-earning assets and the resultant yields; and
- interest expense on average interest-bearing liabilities and the resultant costs, expressed as rates.

The table also sets forth our net interest income, interest rate spread and effective interest rate spread. The effective interest rate spread reflects the relative level of interest-earning assets to interest-bearing liabilities and equals:

- the difference between interest income on interest-earning assets and interest expense on interest-bearing liabilities, divided by
- average interest-earning assets for the period.

The table also sets forth our net interest-earning balance the difference between the average balance of interest-earning assets and the average balance of total deposits and borrowings for the quarters indicated. We included non-accrual loans in the average interest-earning assets balance. We included interest from non-accrual loans in interest income only to the extent we received payments and believe we will recover the remaining principal balance of the loans. We computed average balances for the quarter using the average of each month s daily average balance during the periods indicated.

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|  |  | Three | Months End | Septemb |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 |  |  | 2005 |  |
|  | Average |  | Average | Average |  | Average |
| (Dollars in Thousands) | Balance | Interest | Yield/Rate | Balance | Interest | Yield/Rate |

## Average balance sheet data

Interest-earning assets:


## Transaction accounts:

| Non-interest-bearing checking | $\$$ | 764,207 | $\$$ | - | $-\%$ | $\$$ | 833,616 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest-bearing checking ${ }^{(\mathrm{b})}$ | 487,811 | 426 | 0.35 | 527,892 | 474 | 0.36 |  |  |
| Money market | 153,777 | 404 | 1.04 | 161,275 | 425 | 1.05 |  |  |
| Regular passbook | $1,413,319$ | 3,533 | 0.99 | $2,059,920$ | 5,464 | 1.05 |  |  |


| Total transaction accounts | $2,819,114$ | 4,363 | 0.61 | $3,582,703$ | 6,363 | 0.70 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Certificates of deposit | $9,168,872$ | 105,670 | 4.57 | $7,916,147$ | 68,537 | 3.43 |
| Total deposits | $11,987,986$ | 110,033 | 3.64 | $11,498,850$ | 74,900 | 2.58 |


| FHLB advances and other borrowings ${ }^{\text {(c) }}$ | 3,386,019 | 48,229 | 5.65 | 3,485,347 | 33,554 | 3.82 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Senior notes | 198,199 | 3,299 | 6.66 | 198,031 | 3,296 | 6.66 |
| Total deposits and borrowings | 15,572,204 | 161,561 | 4.12 | 15,182,228 | 111,750 | 2.92 |
| Other liabilities | 348,036 |  |  | 244,113 |  |  |
| Stockholders equity | 1,320,303 |  |  | 1,141,984 |  |  |

Total liabilities and stockholders
equity
\$ 17,240,543
\$ 16,568,325

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| Net interest income/interest rate spread |  |  | \$ 130,239 | $2.83 \%$ |  |  | \$ 110,026 | 2.58 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Excess of interest-earning assets over |  |  |  |  |  |  |  |  |
| deposits and borrowings | \$ | 1,217,058 |  |  | \$ | 950,981 |  |  |
| Effective interest rate spread |  |  |  | 3.10 |  |  |  | 2.73 |

${ }^{(a)}$ Yields for securities available for sale are calculated using historical cost balances and do not give effect to changes in fair value that are reflected as a component of stockholders equity.
${ }^{(b)}$ Included amounts swept into money market deposit accounts.
${ }^{(c)}$ The impact of swap contracts was included, with notional amounts totaling $\$ 430$ million of receive-fixed, pay-3-month London Inter-Bank Offered Rate ( LIBOR ) variable interest, which contracts serve as a permitted hedge against a portion of our FHLB advances.

Page 22
Navigation Links

# Edgar Filing: DOWNEY FINANCIAL CORP - Form 10-Q 

|  |  | Nine | Months Ended | Septembe |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 |  |  | 2005 |  |
| (Dollars in Thousands) | Average Balance | Interest | Average <br> Yield/Rate | Average Balance | Interest | Average Yield/Rate |

## Average balance sheet data

Interest-earning assets:

| Loans: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan prepayment fees |  |  | \$ | 73,810 | 0.61 \% |  |  | \$ | 47,945 | 0.41 \% |
| Write-off of deferred costs and |  |  |  |  |  |  |  |  |  |  |
| premiums from loan payoffs |  |  |  | (74,311) | (0.62 ) |  |  |  | (55,877) | (0.48) |
| All other |  |  |  | 809,053 | 6.74 |  |  |  | 611,954 | 5.30 |
| Total loans | \$ | 16,016,713 |  | 808,552 | 6.73 | \$ | 15,404,317 |  | 604,022 | 5.23 |
| Mortgage-backed securities |  | 268 |  | 9 | 4.48 |  | 295 |  | 9 | 4.07 |
| Investment securities ${ }^{(a)}$ |  | 994,502 |  | 34,611 | 4.65 |  | 760,572 |  | 23,230 | 4.08 |
| Total interest-earnings assets |  | 17,011,483 | \$ | 843,172 | 6.61 \% |  | 16,165,184 | \$ | 627,261 | 5.17 \% |
| Non-interest-earning assets |  | 432,356 |  |  |  |  | 410,747 |  |  |  |
| Total assets |  | 17,443,839 |  |  |  |  | 16,575,931 |  |  |  |

Transaction accounts:

| Non-interest-bearing checking | $\$$ | 736,206 | $\$$ | - | $-\%$ | $\$$ | 715,853 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest-bearing checking ${ }^{(\mathrm{b})}$ | 503,844 | 1,300 | 0.34 | 532,438 | 1,430 | 0.36 |  |  |
| Money market | 159,842 | 1,248 | 1.04 | 159,176 | 1,246 | 1.05 |  |  |
| Regular passbook | $1,568,114$ | 11,857 | 1.01 | $2,328,477$ | 18,759 | 1.08 |  |  |


| Total transaction accounts | $2,968,006$ | 14,405 | 0.65 | $3,735,944$ | 21,435 | 0.77 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Certificates of deposit | $9,035,528$ | 287,261 | 4.25 | $6,951,553$ | 163,450 | 3.14 |
|  | $12,003,534$ | 301,666 | 3.36 | $10,687,497$ | 184,885 | 2.31 |
| Total deposits | $3,654,092$ | 143,109 | 5.24 | $4,368,285$ | 107,106 | 3.28 |
| FHLB advances and other <br> borrowings ${ }^{\text {c }}$ ) | 198,156 | 9,895 | 6.66 | 197,989 | 9,887 | 6.66 |
| Senior notes |  |  |  |  |  |  |


|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Total deposits and borrowings | $15,855,782$ | 454,670 | 3.83 | $15,253,771$ | 301,878 | 2.65 |
| Other liabilities | 315,311 |  | 236,472 |  |  |  |
| Stockholders equity | $1,272,746$ |  | $1,085,688$ |  |  |  |

Total liabilities and stockholders
equity
\$ 17,443,839
\$ 16,575,931

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| Net interest income/interest rate spread |  |  | \$ 388,502 | 2.78 \% |  |  | \$ 325,383 | 2.52 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Excess of interest-earning assets over |  |  |  |  |  |  |  |  |
| deposits and borrowings | \$ | 1,155,701 |  |  | \$ | 911,413 |  |  |
| Effective interest rate spread |  |  |  | 3.05 |  |  |  | 2.68 |

${ }^{(a)}$ Yields for securities available for sale are calculated using historical cost balances and do not give effect to changes in fair value that are reflected as a component of stockholders equity.
${ }^{(b)}$ Included amounts swept into money market deposit accounts.
${ }^{(c)}$ The impact of swap contracts was included, with notional amounts totaling $\$ 430$ million of receive-fixed, pay-3-month LIBOR variable interest, which contracts serve as a permitted hedge against a portion of our FHLB advances.

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Changes in our net interest income are a function of changes in both rates and volumes of interest-earning assets and interest-bearing liabilities. The following table sets forth information regarding changes in our interest income and expense for the periods indicated. For each category of interest-earning assets and interest-bearing liabilities, we have provided information on changes attributable to:

- changes in volume changes in volume multiplied by comparative period rate;
- changes in rate changes in rate multiplied by comparative period volume; and
- changes in rate/volume changes in rate multiplied by changes in volume.

Interest-earning asset and interest-bearing liability balances used in the calculations represent quarterly average balances computed using the average of each month s daily average balance during the periods indicated.

Three Months Ended September 30,
2006 Versus 2005
Changes Due To

Nine Months Ended September 30,
2006 Versus 2005
Changes Due To

| (In Thousands) Ratel |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Volume | Rate | Ratel |  |  | Rolume | Net | Volume | Rate |  |

Interest income:

| Loans | $\$ 3,606$ | $\$ 59,301$ | $\$$ | 999 | $\$ 63,906$ | $\$ 24,013$ | $\$ 173,615$ | $\$$ | 6,902 | $\$ 204,530$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Mortgage-backed securities | - | - | - | - | $(1)$ | 1 | - | - |  |  |
| Investment securities | 4,013 | 1,384 | 721 | 6,118 | 7,145 | 3,240 | 996 | 11,381 |  |  |
| Change in interest income | 7,619 | 60,685 | 1,720 | 70,024 | 31,157 | 176,856 | 7,898 | 215,911 |  |  |

Interest expense:
Transaction accounts:

| Interest-bearing checking | $(36)$ | $(13)$ | 1 | $(48)$ | $(77)$ | $(56)$ | 3 | $(130)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Money market | $(20)$ | $(1)$ | - | $(21)$ | 4 | $(2)$ | - | 2 |
| Regular passbook | $(1,715)$ | $(315)$ | 99 | $(1,931)$ | $(6,125)$ | $(1,153)$ | 376 | $(6,902)$ |
| Total transaction accounts | $(1,771)$ | $(329)$ | 100 | $(2,000)$ | $(6,198)$ | $(1,211)$ | 379 | $(7,030)$ |
| Certificates of deposit | 10,846 | 22,695 | 3,592 | 37,133 | 49,001 | 57,556 | 17,254 | 123,811 |


| Total interest-bearing deposits | 9,075 | 22,366 | 3,692 | 35,133 | 42,803 | 56,345 | 17,633 | 116,781 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FHLB advances and other |  |  |  |  |  |  |  |  |
| borrowings | (956 ) | 16,090 | (459) | 14,675 | (17,511) | 63,973 | (10,459 ) | 36,003 |
| Senior notes | 3 | - | - | 3 | 8 | - | - | 8 |
| Change in interest expense | 8,122 | 38,456 | 3,233 | 49,811 | 25,300 | 120,318 | 7,174 | 152,792 |

Change in net interest income


## Provision for Credit Losses

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Provision for credit losses totaled $\$ 9.6$ million in the third quarter of 2006, compared with a reversal of $\$ 0.8$ million a year ago. During the current quarter, the California residential real estate market continued to show signs of weakening, with a decline in prices beginning to emerge in certain segments for the first time. In addition, there were continuing increases in both negative amortization and capitalized interest balances as well as an upward trend in loan defaults. In consideration of these trends, an increase in the allowance for credit losses was deemed appropriate.

For the first nine months of 2006, provision for credit losses totaled $\$ 26.4$ million, compared to $\$ 1.9$ million in the year-ago period. For further information, see Allowance for Credit and Real Estate Losses on page 47.

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## Other Income

Our total other income was $\$ 30.7$ million in the current quarter, down $\$ 14.9$ million from a year ago. Contributing to the decline between third quarters was:

- a $\$ 14.7$ million decline in net gains from sales of loans and mortgage-backed securities; and
- a $\$ 2.5$ million unfavorable change in loan servicing activities.

Those unfavorable items were partially offset by:

- a $\$ 2.0$ million increase in income from real estate investment activities; and
- a $\$ 1.6$ million litigation award received in the current quarter.

For the first nine months of 2006 , other income totaled $\$ 74.9$ million, down $\$ 74.8$ million from the same period a year ago. The decline primarily reflected lower net gains from sales of loans and mortgage-backed securities.

Below is a further detailed discussion of the major other income categories.

## Loan and Deposit Related Fees

Loan and deposit related fees totaled $\$ 9.3$ million in the current quarter, down $\$ 0.3$ million from a year ago. Loan related fees were down $\$ 0.6$ million or $41.4 \%$, while deposit related fees were up $\$ 0.3$ million or $4.3 \%$. Within deposit related fees, automated teller machine fees declined $12.7 \%$ primarily reflecting the removal of 200 standalone machines in the fourth quarter of 2005, while other fees increased $13.2 \%$. For further information regarding a reclassification of certain prior period amounts, see Note 2 on page 6 of Notes to Consolidated Financial Statements.

The following table presents a breakdown of loan and deposit related fees for the quarters indicated.

## Three Months Ended

| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loan related fees | \$ 901 | \$ 1,009 | \$ 1,066 | \$ 1,346 | \$ 1,538 |
| Deposit related fees: |  |  |  |  |  |
| Automated teller machine fees | 2,419 | 2,410 | 2,149 | 2,453 | 2,770 |
| Other fees | 5,959 | 5,752 | 5,343 | 5,278 | 5,265 |
| Total loan and deposit related fees | \$ 9,279 | \$ 9,171 | \$ 8,558 | \$ 9,077 | \$ 9,573 |

For the first nine months of 2006, loan and deposit related fees totaled $\$ 27.0$ million, down from $\$ 27.4$ million from the same period of 2005.

The following table presents a breakdown of loan and deposit related fees during the year-to-date periods indicated.

Nine Months Ended<br>September 30,

| Loan related fees | \$ 2,976 | \$ 4,179 |
| :---: | :---: | :---: |
| Deposit related fees: |  |  |
| Automated teller machine fees | 6,978 | 8,135 |
| Other fees | 17,054 | 15,105 |
| Total loan and deposit related fees | \$ 27,008 | \$ 27,419 |

## Real Estate and Joint Ventures Held for Investment

Income from our real estate and joint ventures held for investment totaled $\$ 5.3$ million in the current quarter, up $\$ 2.0$ million from the year-ago quarter due primarily to higher gains from sales, which included joint venture project sales reported within the category equity in net income from joint ventures. The current quarter included gains of $\$ 5.7$ million, compared to gains of $\$ 1.4$ million a year ago.

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The following table sets forth the key components comprising our income from real estate and joint venture operations for the quarters indicated.

## Three Months Ended

|  | September |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30, | June 30, | March 31, | December | September |  |
| (In Thousands) | 2006 | 2006 | 2006 | 2005 | 2005 |  |


|  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Rental operations, net of expenses | $\$ 24$ | $\$$ | 240 | $\$$ | 487 | $\$$ | 387 | $\$$ | 199 |
| Net gains on sales of wholly owned real estate | 3,051 | - | - | - | 407 |  |  |  |  |
| Equity in net income (loss) from joint ventures | 2,156 | 2,313 | 1,802 | $(1,268)$ | 1,368 |  |  |  |  |
| Reduction of losses on real estate and joint ventures | - | - | - | - | 1,333 |  |  |  |  |

Total income (loss) from real estate and joint ventures held for investment, net
\$ 5,331 \$ 2,553 \$ 2,289 \$ (881) \$ 3,307

For the first nine months of 2006, income from real estate and joint ventures held for investment totaled $\$ 10.2$ million, up $\$ 2.6$ million from the same period of 2005 due primarily to higher gains from sales.

The following table sets forth the key components comprising our income from real estate and joint venture operations during the year-to-date periods indicated.


## Secondary Marketing Activities

We service loans for others and those activities generated a loss of $\$ 0.4$ million in the current quarter, compared to income of $\$ 2.2$ million in the year-ago quarter. The primary reason for the unfavorable change was that the prior year quarter included a $\$ 1.9$ million recapture of the valuation allowance for MSRs, compared to a $\$ 0.1$ million addition in the current quarter.

At September 30, 2006, MSRs, net of a $\$ 0.2$ million valuation allowance, totaled $\$ 20.3$ million or $0.87 \%$ of the $\$ 2.346$ billion of associated loans serviced for others. That compares to MSRs in the year-ago quarter, net of a $\$ 1.8$ million valuation allowance, of $\$ 19.1$ million or $0.83 \%$ of the $\$ 2.311$ billion of associated loans serviced for others. In addition to the loans we serviced for others with capitalized MSRs, at September 30, 2006, we serviced $\$ 4.249$ billion of loans on a sub-servicing basis where we receive a fixed fee per loan, with no risk associated with changing MSR values.

The following table presents a breakdown of the components of our loan servicing income (loss), net for the quarters indicated.

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| (In Thousands) | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | June 30, <br> 2006 | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| Net cash servicing fees | \$ 1,583 | \$ 1,574 | \$ 1,566 | \$ 1,743 | \$ 1,968 |
| Payoff and curtailment interest cost ${ }^{(a)}$ | (813 ) | (233) | (218) | (250) | (315) |
| Amortization of mortgage servicing rights | (1,056 ) | $(1,029)$ | $(1,198)$ | (1,252) | (1,346) |
| (Provision for) reduction of impairment of |  |  |  |  |  |
| mortgage servicing rights | (91) | 140 | 39 | 697 | 1,859 |
| Total loan servicing income (loss), net | \$ (377) | \$ 452 | \$ 189 | \$ 938 | \$ 2,166 |

${ }^{(a)}$ Represents the difference between the contractual obligation to pay interest to the investor for an entire month and the actual interest received when a loan prepays prior to the end of the month. This does not include the benefit of the use of repaid loan funds to increase net interest income.

For the first nine months of 2006, income of $\$ 0.3$ million was recorded from loan servicing activities, down from $\$ 1.1$ million for the same period of 2005. The unfavorable change primarily related to a greater recapture of impairment of MSRs and a higher volume of loans serviced in the year-ago period than in the current quarter.

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The following table presents a breakdown of the components of our loan servicing income, net during the year-to-date periods indicated.


[^1]For further information, see Note 3 on page 7 of Notes to Consolidated Financial Statements.
Sales of loans and mortgage-backed securities we originated for sale declined from $\$ 2.108$ billion a year ago to $\$ 903$ million in the current quarter. Due to the lower volume of loans sold, net gains associated with these sales declined $\$ 14.7$ million from a year ago to $\$ 14.8$ million in the current quarter. The current quarter included a $\$ 0.3$ million loss due to the SFAS 133 impact of valuing derivatives associated with the sale of loans, compared with a SFAS 133 loss of $\$ 1.4$ million in the year-ago quarter. Excluding the impact of SFAS 133, a gain equal to $1.68 \%$ on secondary market sales was realized in the current quarter, up from the year-ago gain of $1.47 \%$.

The following table presents a breakdown of the components of our net gains on sales of loans and mortgage-backed securities for the quarters indicated.

| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | June 30, <br> 2006 | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{aligned} & \text { September } \\ & 30, \\ & 2005 \end{aligned}$ |
| Mortgage servicing rights | \$ 837 | \$ 1,285 | \$ 1,022 | \$ 1,740 | \$ 1,858 |
| All other components excluding SFAS 133 | 14,314 | 8,067 | 10,394 | 8,418 | 29,041 |
| SFAS 133 | (304) | (733 ) | 238 | 841 | (1,400 ) |
| Total net gains on sales of loans |  |  |  |  |  |
| and mortgage-backed securities | \$ 14,847 | \$ 8,619 | \$ 11,654 | \$ 10,999 | \$ 29,499 |
| Secondary marketing gain excluding SFAS |  |  |  |  |  |
| 133 as a percentage of associated sales | 1.68 \% | 0.91 \% | $1.30 \%$ | 0.93 \% | 1.47 \% |

For the first nine months of 2006, sales of loans and mortgage-backed securities totaled $\$ 2.8$ billion, down from $\$ 7.2$ billion a year ago. Net gains associated with these sales totaled $\$ 35.1$ million, $\$ 73.8$ million lower than the prior year amount.

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The following table presents a breakdown of the components of our net gains on sales of loans and mortgage-backed securities during the year-to-date periods indicated.

|  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: |
| (In Thousands) | 2006 | 2005 |
| Mortgage servicing rights | \$ 3,144 | \$ 4,684 |
| All other components excluding SFAS 133 | 32,775 | 101,507 |
| SFAS 133 | (799 ) | 2,771 |
| Total net gains on sales of loans and mortgage-backed securities | \$ 35,120 | \$ 108,962 |
| Secondary marketing gain excluding SFAS 133 as a percentage of associated sales | 1.28 \% | 1.47 \% |

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## Operating Expense

Operating expense totaled $\$ 58.7$ million in the current quarter, virtually unchanged from a year ago. Increases in most major categories of general and administrative expense were offset primarily by a decline in the other expense category, which was influenced by two special items. The current quarter included a reversal of a litigation reserve established in prior periods due to the successful outcome of a legal matter involving real estate investment activities, while the year-ago quarter included a contribution to the American Red Cross to help victims of Hurricane Katrina. Excluding the impact of these two items, our operating expense would have been up $3.8 \%$ between third quarters.

The following table presents a breakdown of key components comprising operating expense for the quarters indicated.

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | June 30, <br> 2006 | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ \text { 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| Salaries and related costs | \$ 38,943 | \$ 40,873 | \$ 40,780 | \$ 37,397 | \$ 38,155 |
| Premises and equipment costs | 8,804 | 8,410 | 8,538 | 8,301 | 8,079 |
| Advertising expense | 1,211 | 1,879 | 1,242 | 1,610 | 1,557 |
| Deposit insurance premiums and regulatory |  |  |  |  |  |
| assessments | 2,224 | 1,008 | 1,014 | 984 | 957 |
| Professional fees | 254 | 450 | 792 | 596 | (69) |
| Other general and administrative expense | 7,087 | 8,295 | 9,175 | 9,621 | 9,938 |
| Total general and administrative expense | 58,523 | 60,915 | 61,541 | 58,509 | 58,617 |
| Net operation of real estate acquired in |  |  |  |  |  |
| settlement of loans | 166 | 28 | (9) | (172) | 91 |
| Total operating expense | \$ 58,689 | \$ 60,943 | \$ 61,532 | \$ 58,337 | \$ 58,708 |

For the first nine months of 2006, operating expense totaled $\$ 181.2$ million, up $\$ 6.0$ million or $3.4 \%$ from the same period of 2005, primarily reflecting higher salaries and related costs, premises and equipment costs as well as deposit insurance premiums and regulatory assessments.

The following table presents a breakdown of key components comprising operating expense during the year-to-date periods indicated.

|  | Nine Months Ended September <br> 30, |  |
| :--- | :---: | :---: |
| (In Thousands) | 2006 | 2005 |
|  |  |  |
|  |  |  |
| Salaries and related costs | 120,596 | $\$ 116,352$ |
| Premises and equipment costs | 25,752 | 23,970 |
| Advertising expense | 4,332 | 4,458 |
| Deposit insurance premiums and regulatory assessments | 4,246 | 2,811 |
| Professional fees | 1,496 | 612 |
| Other general and administrative expense | 24,557 | 26,935 |


| Total general and administrative expense | 180,979 | 175,138 |
| :---: | :---: | :---: | :---: |
| Net operation of real estate acquired in settlement of loans | 185 | 76 |
| Total operating expense | $\$ 181,164$ | $\$ 175,214$ |

## Provision for Income Taxes

Income taxes for the third quarter totaled $\$ 35.4$ million, down from $\$ 37.9$ million in the year-ago quarter. Our effective tax rate was $38.24 \%$ for the current quarter, compared to $38.80 \%$ for the prior year quarter. The effective tax rates were affected by the settlement of prior-year tax returns which reduced tax expense by $\$ 3.6$ million in the current quarter and $\$ 3.2$ million in the year-ago third quarter. For the first nine months of 2006, income taxes totaled $\$ 104.4$ million for an effective tax rate of $40.80 \%$, compared to $\$ 122.5$ million and $41.10 \%$ a year ago. For further information, see Note 5 of Notes to Consolidated Financial statements on page 12.

## Business Segment Reporting

The previous discussion and analysis of the Results of Operations pertained to our consolidated results. This section discusses and analyzes the results of operations of our two business segments banking and real estate investment. For further information, see Note 8 of Notes to Consolidated Financial Statements on page 14.

The following table presents by business segment our net income for the periods indicated.

Three Months Ended

| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banking net income | \$ 52,988 | \$ 47,810 | \$ 43,576 | \$ 43,054 | \$ 57,687 |
| Real estate investment net income (loss) | 4,188 | 1,730 | 1,181 | (1,165 ) | 2,049 |
| Total net income | \$ 57,176 | \$ 49,540 | \$ 44,757 | \$ 41,889 | \$ 59,736 |
|  |  | Nine Months Ended September$30,$ |  |  |  |
| (In Thousands) |  |  | 2006 | 2005 |  |
| Banking net income |  |  | \$ 144,374 | 4 \$ 170,829 |  |
| Real estate investment net income |  |  | 7,099 | 4,716 |  |
| Total net income |  |  | \$ 151,473 | 3 \$ 175,5 |  |

## Banking

Net income from our banking operations for the current quarter totaled $\$ 53.0$ million, down $\$ 4.7$ million or $8.1 \%$ from a year ago. The decline between third quarters primarily reflected:

- a $\$ 14.7$ million decline in net gains on sales of loans and mortgage-backed securities due to a lower volume of loans sold;
- a $\$ 10.4$ million increase in the provision for credit losses due to continuing signs of weakening in the California real estate market, continued increases in negative amortization and an upward trend in loan defaults; and
- a $\$ 2.5$ million unfavorable change in income from loan servicing activities due primarily to changes in our valuation allowance for mortgage servicing rights.

Those unfavorable factors were partially offset by a $\$ 20.0$ million or $18.2 \%$ increase in net interest income reflecting both higher average interest-earning assets and effective interest rate spread and a $\$ 1.6$ million litigation award received in the current quarter.

The following table sets forth our banking operational results and selected financial data for the quarters indicated.

## Three Months Ended

|  | September 30, | June 30, | March 31, | December 31, | September 30, |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | 2006 | 2006 | 2006 | 2005 | 2005 |


| Net interest income | $\$$ | 129,870 | $\$$ | 132,021 | $\$$ | 125,632 | $\$$ | 110,749 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Provision for (reduction <br> of) credit losses | 9,640 |  | 6,662 |  | 10,057 |  | 393 |  | (751) |

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For the first nine months of 2006, net income from our banking operations totaled $\$ 144.4$ million, down $\$ 26.5$ million or $15.5 \%$ from the same period a year ago. The decline primarily reflected lower net gains from sales of loans and mortgage-backed securities, an increase in provision for credit losses and higher operating expenses, partially offset by higher net interest income.

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The following table sets forth our banking operational results for the year-to-date periods indicated.
Nine Months Ended September 30,

| (In Thousands) | 2006 | 2005 |  |
| :---: | :---: | :---: | :---: |
| Net interest income | \$ 387,523 | \$ | 325,022 |
| Provision for credit losses | 26,359 |  | 1,870 |
| Other income | 63,949 |  | 141,241 |
| Operating expense | 181,250 |  | 174,314 |
| Net intercompany expense | (5) |  | (48) |
| Income before income taxes | 243,858 |  | 290,031 |
| Income taxes | 99,484 |  | 119,202 |
| Net income | \$ 144,374 | \$ | 170,829 |

## Real Estate Investment

Net income from our real estate investment operations totaled $\$ 4.2$ million in the current quarter, up from $\$ 2.0$ million a year ago. The increase primarily reflected higher gains from sales of real estate, including sales in real estate joint ventures in which we participate. The current quarter included gains of $\$ 5.7$ million, compared to gains of $\$ 1.4$ million a year ago. Current quarter results also reflected a $\$ 1.2$ million reversal of a litigation accrual within operating expense related to a settled legal matter.

The following table sets forth real estate investment operational results and selected financial data for the quarters indicated.

|  |  |  |  |  | e | Months E |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) |  | $\begin{aligned} & \text { tember 30, } \\ & 2006 \end{aligned}$ |  | June 30, <br> 2006 |  | March 31, $2006$ |  | ember 31, $2005$ |  | $\begin{aligned} & \text { tember 30, } \\ & 2005 \end{aligned}$ |
| Net interest income | \$ | 369 | \$ | 326 | \$ | 284 | \$ | 241 | \$ | 148 |
| Other income (loss) |  | 5,579 |  | 2,842 |  | 2,539 |  | (553) |  | 3,654 |
| Operating expense |  | (1,112) |  | 291 |  | 735 |  | 1,705 |  | 282 |
| Net intercompany income (expense) |  | 38 |  | 54 |  | (87) |  | 45 |  | (29) |
| Income (loss) before income taxes (benefits) |  | 7,098 |  | 2,931 |  | 2,001 |  | (1,972 ) |  | 3,491 |
| Income taxes (benefits) |  | 2,910 |  | 1,201 |  | 820 |  | (807) |  | 1,442 |
| Net income (loss) | \$ | 4,188 | \$ | 1,730 | \$ | 1,181 | \$ | (1,165 ) | \$ | 2,049 |
| At period end |  |  |  |  |  |  |  |  |  |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |
| Investments in real estate and joint ventures | \$ | 55,663 |  | 49,237 | \$ | 49,182 | \$ | 49,344 | \$ | 49,351 |

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| Other | 28,978 | 31,541 | 29,974 | 28,418 | 29,429 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Total assets | 84,641 | 80,778 | 79,156 | 77,762 | 78,780 |
|  |  | $\$ 76,341$ | $\$ 72,153$ | $\$ 70,423$ | $\$ 69,242$ | $\$ 70,407$ |
| Equity |  |  |  |  |  |  |

For the first nine months of 2006, our net income from real estate investment operations totaled $\$ 7.1$ million, up $\$ 2.4$ million from the same period of 2005. The increase primarily reflected higher gains from sales.

The following table sets forth our real estate investment operational results for the year-to-date periods indicated.

| (In Thousands) | Nine Months Ended September$30,$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |
| Net interest income | \$ | 979 | \$ | 361 |
| Other income |  | 10,960 |  | 8,501 |
| Operating expense |  | (86) |  | 900 |
| Net intercompany income |  | 5 |  | 48 |
|  |  |  |  |  |
| Income before income taxes |  | 12,030 |  | 8,010 |
| Income taxes |  | 4,931 |  | 3,294 |
| Net income | \$ | 7,099 | \$ | 4,716 |

Our investments in real estate and joint ventures amounted to $\$ 56$ million at September 30, 2006, up from $\$ 49$ million at both December 31, 2005 and September 30, 2005.

For information on valuation allowances associated with real estate and joint venture loans, see Allowance for Credit and Real Estate Losses on page 47.

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## FINANCIAL CONDITION

## Loans and Mortgage-Backed Securities

Total loans and mortgage-backed securities, including those we hold for sale, declined $\$ 803$ million during the current quarter to a total of $\$ 15.1$ billion or $89.1 \%$ of total assets at September 30, 2006. The decline was associated with declines of $\$ 709$ million in our loans held for investment and $\$ 94$ million in loans held for sale due to payoffs and sales outpacing originations.

Our loan originations, including loans purchased, totaled $\$ 1.605$ billion in the current quarter, down $\$ 2.039$ billion or $56.0 \%$ from the $\$ 3.644$ billion we originated in the year-ago third quarter and $22.5 \%$ below the $\$ 2.071$ billion we originated in the second quarter of 2006. Loans originated for sale declined $\$ 876$ million or $51.5 \%$ to $\$ 824$ million, while single family loans originated for portfolio declined $\$ 1.147$ billion or $60.0 \%$ to $\$ 765$ million. Of all loans originated for portfolio this quarter, $\$ 8$ million represented subprime credits. Our prepayment speed, which measures the annualized percentage of loans repaid, for one-to-four unit residential loans decreased from $44 \%$ a year ago to $39 \%$ in the current quarter and was up from $38 \%$ in the second quarter of 2006 . During the current quarter, $86 \%$ of our residential one-to-four unit originations represented refinance transactions. This is unchanged from the second quarter of 2006 but up from $79 \%$ in the year-ago third quarter. In addition to single family loans, $\$ 16$ million of other loans were originated in the current quarter.

Originations of adjustable rate one-to-four unit residential loans for portfolio, including loans purchased, totaled $\$ 765$ million in the current quarter. Of those, $46 \%$ were monthly adjustable rate loans that provide for negative amortization, with the balance primarily adjustable rate loans with the initial interest rate fixed for the first three to five years. Of the monthly adjustable rate loans, the majority were tied to the FHLB Eleventh District Cost of Funds Index ( COFI ). The other adjustable rate loans were tied to the 12-month moving average of yields on actively traded U.S. Treasury securities adjusted to a constant maturity of one year ( MTA ), LIBOR or the Constant Maturity Treasury ("CMT") index. In the year-ago third quarter, virtually all were monthly adjustable rate loans that provide for negative amortization, of which $68 \%$ were tied to COFI with essentially the remainder tied to MTA.

The following table sets forth loans originated, including purchases, for investment and for sale for the periods indicated.

|  | Three Months Ended |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | September 30, | June 30, | March 31, | December 31, | September 30, |

## Loans originated and

purchased
Investment portfolio:
Residential one-to-four
units:

| Adjustable by index: |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| COFI | $\$ 39,128$ | $\$$ | 612,586 | $\$ 1,309,298$ | $\$ 1,445,612$ | $\$ 1,309,055$ |
| MTA | 11,820 |  | 3,206 | 209,134 | 526,811 | 602,125 |
| LIBOR | 69,768 | 77,753 | 11,396 | 1,540 | 880 |  |
| CMT | 53,633 | 43,975 | - | - | - |  |
| Adjustable fixed for |  |  |  |  |  |  |
| 3-5 years | 290,397 | 392,126 | 189,385 | 5,827 | - |  |
| Fixed | - | 69 | 155 | 464 | 61 |  |


| Total residential |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| one-to-four units | 764,746 | $1,129,715$ | $1,719,368$ | $1,980,254$ | $1,912,121$ |
| Other | 15,744 | 49,059 | 113,670 | 27,835 | 31,620 |


| Total for investment <br> portfolio | 780,490 | $1,178,774$ | $1,833,038$ | $2,008,089$ | $1,943,741$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sale portfolio ${ }^{\text {(a) }}$ | 824,072 | 892,314 | 980,164 | $1,067,861$ | $1,699,900$ |

Total for investment and sale portfolios
\$ 1,604,562 \$ 2,071,088 \$ 2,813,202 \$ 3,075,950 \$ 3,643,641
${ }^{(a)}$ All residential one-to-four unit loans.

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Nine Months Ended September 30,

${ }^{(a)}$ Primarily residential one-to-four unit loans.
Our adjustable rate mortgages generally:

- either begin with an incentive interest rate ( start rate ), which is an interest rate below the current market rate, that adjusts to the applicable index plus a defined spread, subject to periodic and lifetime caps, after one, three, six or twelve months, or have a fixed interest rate for a period of three to five years then adjust semi-annually or annually thereafter;
- provide that the maximum interest rate cannot exceed the incentive rate by more than six to ten percentage points, depending on the type of loan and the initial rate offered; and
- limit interest rate adjustments, for loans that adjust both the interest rate and payment amount simultaneously, to $1 \%$ per adjustment for those that adjust semi-annually and $2 \%$ per adjustment for those that adjust annually.

Most of our adjustable rate mortgages are option ARM products with an interest rate that adjusts monthly and a required minimum monthly loan payment that adjusts annually. The start rate of these option ARMs is lower than the fully-indexed rate and is the effective interest rate for the loan only during the first month. After the first month, interest accrues at the fully-indexed rate. The initial start rate, however, is used to calculate the required minimum monthly loan payment for the first twelve months. The borrower is required to make the minimum monthly payment, but retains the option to make a larger payment to reduce loan principal and avoid negative amortization, or the addition to loan principal of accrued interest that exceeds the required monthly loan payment. If the borrower chooses to make the minimum required monthly loan payment and the interest accrual, based on the fully-indexed rate, results in monthly interest due exceeding the payment amount, the loan balance will increase by the difference. These payment options are clearly defined in the loan documents signed by the borrower at funding and explained again on the borrower s monthly statement. During the first quarter of 2006, we ceased offering option ARM products to our subprime borrowers, but continue to offer them to our prime borrowers.

More particularly, these loans currently:

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- limit negative amortization for portfolio loans to $110 \%$ of the original loan amount if the loan-to-value ratio is greater than $75 \%$ and $115 \%$ if the loan-to-value is $75 \%$ or less, and for saleable loans to $120 \%$;
- have a lifetime interest rate cap, but no periodic cap on interest rate adjustments; and
- include a payment cap that limits the change in required minimum monthly loan payments to $7.5 \%$ per year, unless the loan is recast (i.e., a new monthly loan payment is calculated using the fully-indexed interest rate and provides for amortization of the loan balance over the remaining term of the loan). A loan is recast at the earlier of every five years or when the loan balance reaches the maximum level of negative amortization permitted.

The maximum home loan we make, except for a limited amount related to Community Reinvestment Act activities, is equal to $97 \%$ of a property s appraised value; however, any loan in excess of $80 \%$ of appraised value generally requires private mortgage insurance. Typically, this insures the loan down to a $75 \%$ loan-to-value ratio, consistent with secondary marketing requirements. A loan-to-value ratio is the proportion of the principal amount of the loan to the lower of the sales

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price or appraised value of the property securing the loan at origination. If a loan incurs significant negative amortization, the loan-to-value ratio could rise, which increases credit risk, and the fair value of the underlying collateral could be insufficient to satisfy fully the outstanding loan obligation in the event of a loan default.

With the negative amortization and loan-to-value limitations currently in place, the loan-to-value ratio over the life of a portfolio option ARM could never exceed $88 \%$ of the original appraised value, assuming the loan reached $110 \%$ of the original loan balance and had an $80 \%$ loan-to-value ratio at origination (the maximum permitted without the borrower obtaining private mortgage insurance).

Our loan portfolio held for investment does contain loans previously originated with a limit on negative amortization of $125 \%$ of the original loan amount. At September 30, 2006, loans with the higher $125 \%$ limit on negative amortization represented $3 \%$ of our adjustable rate one-to-four unit residential loan portfolio, while those with the $110 \%$ limit represented $84 \%$ and those with the $115 \%$ limit represented less than $1 \%$. We permit adjustable rate mortgages to be assumed by qualified borrowers.

While start rates of our loan products fluctuate with the market, we do not use them to qualify a loan applicant. Rather, we qualify applicants for interest-only loans at the interest-only payment amount and for other adjustable rate mortgages using a fully-amortizing payment calculated from the higher of the fully-indexed rate or, currently, for:

- prime borrowers:
- $6.00 \%$ for owner occupied; or
- $6.25 \%$ for non-owner occupied.
- subprime borrowers (Alt. A and A- only, for non-option ARM products):
- $7.00 \%$ for owner occupied; or
- $7.25 \%$ for non-owner occupied.

Navigation Links

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As set forth in the following table, $\$ 12.3$ billion or $87 \%$ of our residential one-to-four unit adjustable rate loans held for investment were option ARMs subject to negative amortization at September 30, 2006, of which $\$ 277$ million or $2.25 \%$ represented the amount of negative amortization included in the loan balance. At origination, these loans had a weighted average loan-to-value ratio of $73 \%$. The amount of negative amortization had a net increase of $\$ 48$ million during the current quarter, as borrowers took advantage of the flexibility of this product. During the current quarter, approximately $28 \%$ of our loan interest income represented negative amortization, up from $26 \%$ in the second quarter of 2006 and $18 \%$ in the year-ago third quarter. In addition, $\$ 1.4$ billion or $10 \%$ of our residential one-to-four unit adjustable rate loans represented loans requiring interest-only payments over the initial terms of the loans, generally the first three to five years.

September 30, 2006


## Prime loans subject to negative amortization

With negative amortization:

| Balance less than or equal to original loan <br> amount | $\$$ | 570,076 | $5 \%$ | $\$$ | 2,135 | $70 \%$ | $69 \%$ | 26 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Balance greater than original loan amount | $9,488,704$ | 81 | 263,770 | 73 | 75 | 18 |  |  |
| Total with negative amortization | $10,058,780$ | 86 | 265,905 | 73 | 75 | 18 |  |  |
| Not utilizing negative amortization | $1,651,789$ | 14 | - | 70 | 67 | 35 |  |  |


| Total prime loans subject to negative amortization | 11,710,569 | 100 | 265,905 | 73 | 74 | 21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subprime loans subject to negative amortization |  |  |  |  |  |  |
| With negative amortization: |  |  |  |  |  |  |
| Balance less than or equal to original loan amount | 40,439 | 7 | 134 | 71 | 70 | 34 |
| Balance greater than original loan amount | 494,937 | 80 | 10,908 | 71 | 72 | 23 |
| Total with negative amortization | 535,376 | 87 | 11,042 | 71 | 72 | 24 |
| Not utilizing negative amortization | 81,055 | 13 | - | 72 | 68 | 54 |
| Total subprime loans subject to negative amortization | 616,431 | 100 | 11,042 | 71 | 71 | 28 |
| Total loans subject to negative amortization |  |  |  |  |  |  |
| With negative amortization: |  |  |  |  |  |  |
| Balance less than or equal to original loan amount | 610,515 | 5 | 2,269 | 70 | 69 | 26 |
| Balance greater than original loan amount | 9,983,641 | 81 | 274,678 | 73 | 75 | 18 |
| Total with negative amortization | 10,594,156 | 86 | 276,947 | 73 | 75 | 19 |
| Not utilizing negative amortization | 1,732,844 | 14 | - | 70 | 67 | 36 |



[^2]We have other credit risk elements within our real estate loans held for investment besides loans subject to negative amortization or loans with interest-only payments. At September 30, 2006, these other credit risks included:

- $89 \%$ of our real estate loans were concentrated and secured by properties located in California, principally in Los Angeles, San Diego, Orange, Santa Clara and Riverside counties;
- $79 \%$ of our residential one-to-four unit loans were underwritten based on borrower stated income and asset verification and an additional $10 \%$ were underwritten with no verification of either borrower income or assets; and
- loans that are relatively new and unseasoned, as $25 \%$ of our residential one-to-four unit loans were originated in 2006, with an additional 38\% originated in 2005.


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We mitigate those risks during loan underwriting through the establishment of various minimum borrower credit requirements and maximum loan-to-value limitations. In addition, the average loan-to-value ratio of our residential one-to-four unit loans was $72 \%$ at origination. Over the past several years, residential property values have increased thereby further reducing our exposure to credit risk. However, during the current quarter, the California residential real estate market continued to show signs of weakening, with a decline in prices beginning to emerge in certain segments for the first time.

While our historic credit experience has been good, option ARMs can present greater credit risk in sustained periods of rising interest rates, as borrowers may see their loan payments increase significantly when their payments recast to fully-amortizing payments. In addition, credit risk increases if home values decline. In light of continued increases in market interest rates and other unfavorable changes in the residential housing market, we increased the start rate on option ARM loans originated for portfolio beginning in March of this year in order to reduce the potential for negative amortization. Since our start rate remained higher than that of many of our competitors, our production of option ARM loans for portfolio did not offset loan payoffs for the last two quarters. In September, we increased the competitiveness of our option ARM pricing by lowering the start rate for borrowers who have high FICO credit scores and low loan-to-value ratios, with the goal of stimulating additional loan production for our portfolio, while at the same time limiting our portfolio credit exposure. However, we are not certain this pricing change will result in loan production completely offsetting portfolio payoffs, especially as we consider the implications of, and alternatives available to us in response to, the final guidance issued to depository institutions by banking regulators in September of 2006 entitled, "Interagency Guidance on Nontraditional Mortgage Product Risks," which addresses, among other matters, option ARM loans and interest-only loans.

Among other things, the guidance recommends that management should:

- ensure that loan terms and underwriting standards are consistent with prudent lending practices, including consideration of a borrower s repayment capacity;
- recognize that many nontraditional mortgage loans, particularly when they have risk-layering features, warrant strong risk management standards, capital levels and an allowance for losses that reflects the collectability of the portfolio; and
- ensure that consumers have sufficient information to clearly understand loan terms and associated risks prior to making a product choice.

More particularly, the guidance states that when an institution offers nontraditional mortgage loan products, underwriting standards should address the effect of a substantial payment increase on the borrower s capacity to repay when loan amortization begins. Consequently, an institution $s$ analysis of a borrower s repayment capacity should include an evaluation of their ability to repay the debt by final maturity at the fully indexed rate, assuming a fully amortizing repayment schedule. In addition, for products that permit negative amortization, the repayment analysis should be based upon the initial loan amount plus any balance increase that may accrue from the negative amortization provision. Furthermore, the analysis of repayment capacity should avoid over-reliance on credit scores as a substitute for income, asset or outstanding liability verification in the underwriting process.

At this time, we are assessing what impact, if any, this new lending guidance will have on our loan underwriting guidelines and production volumes. We will continue to closely monitor trends in the residential housing and lending markets, and make adjustments as deemed appropriate.

We also offer other types of adjustable rate product for portfolio that do not permit negative amortization and do not fall in the scope of the guidance, but those products are currently not as popular with borrowers.

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The following table sets forth our investment portfolio of residential one-to-four unit adjustable rate loans by index, excluding our adjustable fixed for 3-5 year loans which are still in their initial fixed rate period, at the dates indicated.

September 30, 2006 June 30, 2006 March 31, 2006 December 31, 2005 September 30, 2005

|  |  | \% of |  | \% of |  | \% of |  | \% of |  | \% of |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | Amount | Total | Amount | Total | Amount | Total | Amount | Total | Amount | Total |

## Investment Portfolio

Residential one-to-four units:
Adjustable by index:

| COFI | $\$ 10,107,839$ | $78 \%$ | $\$ 10,770,739$ | 77 | $\%$ | $\$ 11,172,831$ | 77 | $\%$ | $\$ 10,733,770$ | 76 | $\%$ | $\$ 10,290,282$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $76 \%$ | $\%$ |  |  |  |  |  |  |  |  |  |  |  |
| MTA | $2,353,639$ | 18 | $2,636,804$ | 19 | $2,841,747$ | 20 | $2,846,273$ | 20 | $2,542,053$ | 19 |  |  |
| LIBOR | 366,907 | 3 | 359,752 | 3 | 351,128 | 2 | 410,010 | 3 | 510,399 | 4 |  |  |
| Other, primarily CMT | 191,542 | 1 | 138,488 | 1 | 151,003 | 1 | 155,498 | 1 | 150,566 | 1 |  |  |

Total adjustable loans
${ }^{(a)}$ Excludes residential one-to-four unit adjustable fixed for 3-5 year loans still in their initial fixed rate period.
We continue to originate residential fixed interest rate mortgage loans to meet consumer demand, but we intend to sell the majority of these loans. We expect to sell some of our production of adjustable rate loans into the secondary market to the extent we can do so profitably. We sold $\$ 903$ million of loans and mortgage-backed securities in the current quarter, compared to $\$ 1.028$ billion in the second quarter of 2006 and $\$ 2.108$ billion in the year-ago third quarter. All amounts were secured by residential one-to-four unit property, and at September 30, 2006, loans held for sale totaled $\$ 323$ million.

At September 30, 2006, our unfunded loan application pipeline totaled $\$ 1.1$ billion. Within that pipeline, we had commitments to borrowers for short-term interest rate locks, before the reduction of expected fallout, of $\$ 508$ million, of which $\$ 307$ million were related to residential one-to-four unit loans being originated for sale in the secondary market. Furthermore, at September 30, 2006, we had commitments on undrawn lines of credit of $\$ 323$ million and loans in process of $\$ 47$ million. We believe our current sources of funds will enable us to meet these obligations.

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The following table sets forth the origination, purchase and sale activity relating to our loans and mortgage-backed securities for the quarters indicated.

## Three Months Ended



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Loans transferred to the investment

| portfolio $^{(\text {a }}$ | $(10,722)$ | $(6,782)$ | $(3,840)$ | $(4,887)$ | $(6,987)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Originated whole loans sold | $(699,664)$ | $(751,702)$ | $(662,306)$ | $(827,815)$ | $(1,828,698)$ |
| Loans exchanged for |  |  |  |  |  |
| mortgage-backed securities | $(203,492)$ | $(276,292)$ | $(213,980)$ | $(269,423)$ | $(279,303)$ |
| Capitalized basis adjustment $^{(\mathrm{b})}$ | 815 | 1,254 | $(1,066)$ | $(313)$ | $(234)$ |
| Other net changes $^{(\mathrm{c})}$ | $(5,272)$ | $(2,612)$ | $(1,949)$ | $(2,546)$ | $(15,315)$ |


| Increase (decrease) in loans held for sale, net | (94,263) | (143,820 ) | 97,023 | $(37,123)$ | (430,637 ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities, net: |  |  |  |  |  |
| Received in exchange for loans | 203,492 | 276,292 | 213,980 | 269,423 | 279,303 |
| Sold | (203,492 ) | (276,292 ) | (213,980 ) | (269,423 ) | (279,303 ) |
| Repayments | (6) | (8) | (6) | (6) | (6) |
| Other net changes | - | - | - | (1) | (2) |
| Decrease in mortgage-backed securities |  |  |  |  |  |
| available for sale | (6) | (8) | (6) | (7) | (8) |
| Increase (decrease) in loans held for sale and |  |  |  |  |  |
| mortgage-backed securities available for sale | $(94,269)$ | (143,828) | 97,017 | (37,130 ) | (430,645 ) |

Total increase (decrease) in loans
and
mortgage-backed securities, net $\quad \$ \quad(803,030) \$(491,023) \$ \quad 607,673 \quad \$ \quad 477,287 \quad \$ \quad(64,138)$

[^3]Page 37
Navigation Links

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The following table sets forth the composition of our loan and mortgage-backed securities portfolios at the dates indicated.

|  | September 30, | June 30, | March 31, | December 31, | September 30, |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | 2006 | 2006 | 2006 | 2005 | 2005 |

## Investment Portfolio

Loans secured by real estate:
Residential one-to-four units:

| Adjustable | \$ 12,214,165 | \$ 12,959,502 | \$ 13,424,089 | \$ 12,968,647 | \$ 12,205,405 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Adjustable subprime | 682,187 | 815,402 | 951,583 | 1,046,261 | 1,159,701 |
| Adjustable fixed for 3-5 years | 1,233,166 | 1,008,867 | 715,453 | 598,102 | 707,331 |
| Adjustable fixed for 3-5 years subprime | 7,478 | 8,192 | 8,989 | 10,253 | 12,837 |
| Fixed | 44,150 | 45,447 | 48,304 | 49,030 | 52,124 |
| Fixed subprime | 2,059 | 2,069 | 2,311 | 2,397 | 2,505 |


| Total residential one-to-four units | 14,183,205 | 14,839,479 | 15,150,729 | 14,674,690 | 14,139,903 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity loans and lines of credit | 211,713 | 232,746 | 250,804 | 274,014 | 300,300 |
| Residential five or more units: |  |  |  |  |  |
| Adjustable | 115,174 | 117,060 | 134,340 | 68,390 | 69,052 |
| Fixed | 936 | 1,040 | 1,092 | 1,141 | 1,178 |
| Commercial real estate: |  |  |  |  |  |
| Adjustable | 24,117 | 24,254 | 25,967 | 25,547 | 25,743 |
| Fixed | 2,793 | 2,837 | 2,879 | 3,244 | 3,280 |
| Construction | 58,157 | 67,609 | 78,095 | 82,379 | 89,337 |
| Land | 59,394 | 59,682 | 27,379 | 23,630 | 41,361 |
| Non-mortgage: |  |  |  |  |  |
| Commercial | 3,400 | 3,400 | 3,481 | 3,981 | 4,223 |
| Automobile | 23 | 41 | 67 | 116 | 204 |
| Other consumer | 6,050 | 6,262 | 6,591 | 6,577 | 6,456 |
| Total loans held for investment | 14,664,962 | 15,354,410 | 15,681,424 | 15,163,709 | 14,681,037 |
| Increase (decrease) for: |  |  |  |  |  |
| Undisbursed loan funds | $(48,635)$ | (58,390 ) | (59,222 ) | $(51,838)$ | $(65,214)$ |
| Net deferred costs and premiums | 256,315 | 275,797 | 290,116 | 279,888 | 261,483 |
| Allowance for losses | (60,784 ) | $(51,198)$ | (44,504 ) | (34,601 ) | (34,565 ) |


| Total loans held for investment, net | $14,811,858$ | $15,520,619$ | $15,867,814$ | $15,357,158$ | $14,842,741$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

Sale Portfolio

| Loans held for sale: |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Residential one-to-four units | 318,414 | 411,086 | 556,365 | 459,081 | 495,156 |
| Net deferred costs and premiums | 4,445 | 6,851 | 6,646 | 5,841 | 6,576 |
| Capitalized basis adjustment ${ }^{(\text {a }}$ | 569 | $(246)$ | $(1,500)$ | $(434)$ | $(121)$ |
| Total loans held for sale, net | 323,428 | 417,691 | 561,511 | 464,488 | 501,611 |

Mortgage-backed securities available for sale:

| Adjustable | 257 | 263 | 271 | 277 | 284 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Fixed | - | - | - | - | - |
| Total mortgage-backed securities <br> available for sale | 257 | 263 | 271 | 277 | 284 |

Total loans held for sale and
mortgage-backed

| securities available for sale | 323,685 | 417,954 | 561,782 | 464,765 | 501,895 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Total loans and mortgage-backed
securities, net $\quad \$ 15,135,543 \quad \$ 15,938,573 \quad \$ 16,429,596 \quad \$ 15,821,923 \quad \$ 15,344,636$
${ }^{(a)}$ Reflected the change in fair value of the interest rate lock derivative from the date of commitment to the date of funding.
We carry loans for sale at the lower of cost or fair value. At September 30, 2006, no valuation allowance was required as the fair value exceeded book value on an aggregate basis.

At September 30, 2006, our residential one-to-four units subprime portfolio totaled $\$ 692$ million and consisted of $97 \%$ Alt. A and Acredit, $2 \%$ B credit and $1 \%$ C credit loans. The average loan-to-value ratio at origination for these loans was $70 \%$.

We carry mortgage-backed securities available for sale at fair value which, at September 30, 2006, was essentially equal to our cost basis.

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## Investment Securities

The following table sets forth the composition of our investment securities portfolios at the dates indicated.

| (In Thousands) | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | June 30, $2006$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds | \$ | \$ 2 | \$ | \$ - | \$ 2 |
| Investment securities available for sale: |  |  |  |  |  |
| U.S. Treasury | - | - | - | - | - |
| Government sponsored entities | 1,162,551 | 892,109 | 730,338 | 626,249 | 550,557 |
| Other | 63 | 63 | 64 | 64 | 64 |
| Total investment securities | \$ 1,162,615 | \$ 892,174 | \$ 730,402 | \$ 626,313 | \$ 550,623 |

The fair value of temporarily impaired investment securities, the amount of unrealized losses and the length of time these unrealized losses existed as of September 30, 2006 are presented in the following table. The $\$ 7.7$ million unrealized loss on securities is due to changes in market interest rates. We have the intent and ability to hold the securities until that temporary impairment is eliminated.

|  | Less than 12 months |  | 12 months or longer |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unrealized |  | Unrealized |  | Unrealized |
| (In Thousands) | Fair Value | Losses | Fair Value | Losses | Fair Value | Losses |

Investment securities available for sale:

| U.S. Treasury | $\$$ | - | $\$$ | - | - | $\$$ | $-\$$ | - | $\$$ | - |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Government sponsored entities | 618,370 | 1,665 | 494,182 | 5,986 | $1,112,552$ | 7,651 |  |  |  |  |
| Other | - | - | - | - | - | - |  |  |  |  |

Total temporarily impaired securities $\begin{array}{lllllll}\$ 618,370 & \$ 1,665 & \$ 494,182 & \$ 5,986 & \$ 1,112,552 & \$ 7,651\end{array}$

The following table sets forth the maturities of our investment securities and their weighted average yields at September 30, 2006.

Amount Due as of September 30, 2006

| (Dollars in Thousands) | In 1 Year or Less |  | After 1 Year Through 5 Years |  | After 5 Years Through 10 Years |  | After <br> 10 Years |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds | \$ | 1 | \$ | - | \$ | - | \$ | - | \$ | 1 |
| Weighted average yield |  | 4.88 \% |  | - \% |  | - \% |  | - \% |  | 4.88 \% |
| Investment securities available for sale: |  |  |  |  |  |  |  |  |  |  |
| U.S. Treasury |  | - |  | - |  | - |  | - |  | - |
| Weighted average yield |  | - \% |  | - \% |  | - \% |  | - \% |  | - \% |

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| Government sponsored entities ${ }^{(\text {a) }}$ | 2,496 | 647,592 | 512,463 | - | $1,162,551$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Weighted average yield | $4.54 \%$ | $5.60 \%$ | $4.84 \%$ | $-\%$ | $5.26 \%$ |  |
| Other | - | - | - | 63 | 63 |  |
| Weighted average yield | $-\%$ | $-\%$ | $-\%$ | $6.25 \%$ | $6.25 \%$ |  |
| Total investment securities | $\$ 2,497$ | $\$ 647,592$ | $\$ 512,463$ | $\$$ | 63 | $\$ 1,162,615$ |
| Weighted average yield | $4.54 \%$ | $5.60 \%$ | $4.84 \%$ | $6.25 \%$ | $5.26 \%$ |  |

${ }^{(a)}$ At September 30, 2006, 42\% of our investment securities had step-up provisions that stipulate increases in the coupon rate ranging from $0.25 \%$ to $1.25 \%$ at various specified times over a range from October 2006 to December 2012. Yields for investment securities available for sale are calculated using historical cost balances and do not give effect to changes in fair value that are reflected as a component of stockholders equity.

## Deposits

At September 30, 2006, our deposits totaled $\$ 11.9$ billion, up $\$ 194$ million or $1.6 \%$ from the year-ago level and $\$ 69$ million or $0.6 \%$ from year-end 2005. Compared to the year-ago period, our certificates of deposit increased $\$ 953$ million or $11.6 \%$, which was partially offset by a decline in our transaction accounts i.e., checking, money market and regular passbook of $\$ 759$ million or $21.5 \%$. As short-term market interest rates have continued to rise over the past year, our customers have moved monies from regular passbook accounts into certificates of deposit.

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During the current quarter, one in-store branch was closed due to the closure of the store in which it was located and one traditional branch was opened. This leaves our total number of branches unchanged at 171, of which 90 were in-store and four were located in Arizona. A year ago, we had 172 branches, of which 92 were in-store and four were located in Arizona. At September 30, 2006, the average deposit size of our 81 traditional branches was $\$ 116$ million, while the average deposit size of our 90 in-store branches was $\$ 28$ million.

The following table sets forth information concerning our deposits and weighted average rates paid at the dates indicated.


Total deposits $3.81 \%$ \$ 11,945,758 $3.45 \%$ \$ 11,887,739 $3.22 \%$ \$ 12,198,903 $2.98 \%$ \$ 11,876,848 $2.74 \%$ \$ 11,752,236

[^4]
## Borrowings

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At September 30, 2006, our borrowings totaled $\$ 3.3$ billion, essentially unchanged from a year ago but down $\$ 413$ million from year-end 2005. At quarter end, we borrowed $\$ 464$ million of funds through transactions in which securities are sold under agreements to repurchase. These repurchase agreements are entered into with selected major securities dealers, using government sponsored entities securities from our portfolio as collateral.

The following table sets forth information concerning our FHLB advances and other borrowings at the dates indicated.

| (Dollars in Thousands) | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ |  | June 30, 2006 |  | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities sold under agreements to repurchase | \$ 463,678 | \$ | 255,042 | \$ | - | \$ | \$ |
| Federal Home Loan Bank advances ${ }^{\text {(a) }}$ | 2,680,546 |  | 3,499,450 |  | 3,825,811 | 3,557,515 | 3,162,808 |
| Senior notes | 198,216 |  | 198,172 |  | 198,129 | 198,087 | 198,045 |
| Total borrowings | \$ 3,342,440 | \$ | 3,952,664 |  | 4,023,940 | \$ 3,755,602 | \$ 3,360,853 |
| Weighted average rate on borrowings during |  |  |  |  |  |  |  |
| the quarter ${ }^{(a)}$ | 5.71 \% |  | 5.33 \% |  | 4.92 \% | 4.54 \% | 3.97 \% |
| Total borrowings as a percentage of total assets | 19.68 |  | 22.63 |  | 22.60 | 21.97 | 20.29 |

${ }^{(a)}$ Included the impact of swap contracts, with notional amounts totaling $\$ 430$ million of receive-fixed, pay-3-month LIBOR variable interest, which contracts serve as a permitted hedge against a portion of our FHLB advances.

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## Off-Balance Sheet Arrangements


#### Abstract

We consolidate majority-owned subsidiaries that we control. We account for other affiliates, including joint ventures, in which we do not exhibit significant control or have majority ownership, by the equity method of accounting. For those relationships in which we own less than $20 \%$, we generally carry our investment at cost. In the course of our business, we participate in real estate joint ventures through our wholly-owned subsidiary, DSL Service Company. Our real estate joint ventures do not require consolidation as a result of applying the provisions of Financial Accounting Standards Board Interpretation 46 (revised December 2003).


We also utilize financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of our customers and to reduce our own exposure to fluctuations in interest rates. These financial instruments include commitments to originate fixed and variable rate mortgage loans held for investment, undisbursed loan funds, lines and letters of credit, commitments to purchase loans and mortgage-backed securities for our portfolio and commitments to invest in community development funds. The contract or notional amounts of these instruments reflect the extent of involvement we have in particular classes of financial instruments. For further information, see Asset/Liability Management and Market Risk on page 41 and Note 4 of Notes to the Consolidated Financial Statements on page 9.

We use the same credit policies in making commitments to originate or purchase loans, lines of credit and letters of credit as we do for on-balance sheet instruments. For commitments to originate loans held for investment, the contract amounts represent exposure to loss from market fluctuations as well as credit loss. In regard to these commitments, adverse changes from market fluctuations are generally not hedged. We control the credit risk of our commitments to originate loans held for investment through credit approvals, limits and monitoring procedures.

We do not dispose of troubled loans or problem assets by means of unconsolidated special purpose entities.

## Transactions with Related Parties

There are no significant related party transactions required to be disclosed in accordance with FASB Statement No. 57, Related Party Disclosures. Loans to our executive officers and directors were made in the ordinary course of business and were made on substantially the same terms as comparable transactions.

## Asset/Liability Management and Market Risk

Market risk is the risk of loss from adverse changes in market prices and interest rates. Our market risk arises primarily from interest rate risk in our lending and deposit taking activities. Interest rate risk primarily occurs to the degree that our interest-bearing liabilities reprice or mature on a different basis than our interest-earning assets. Since our earnings depend primarily on our net interest income, which is the difference between the interest and dividends earned on interest-earning assets and the interest paid on interest-bearing liabilities, our principal objectives are to actively monitor and manage the effects of adverse changes in interest rates on net interest income. Our primary strategy to manage interest rate risk is to emphasize the origination for investment of adjustable rate mortgages or loans with relatively short maturities. Interest rates on adjustable rate mortgages are primarily tied to the COFI, MTA, LIBOR and CMT indexes. We also may execute swap contracts to change interest rate characteristics of our interest-earning assets or interest-bearing liabilities to better manage interest rate risk.

In addition to the interest rate risk associated with our lending for investment and deposit taking activities, we also have market risk associated with our secondary marketing activities. Changes in mortgage interest rates, primarily fixed rate mortgages, impact the fair value of loans held for sale as well as our interest rate lock commitment derivatives, where we have committed to an interest rate with a potential borrower for a loan we intend to sell. Our objective is to hedge against fluctuations in interest rates through use of loan forward sale and purchase contracts with national investment banking firms and government sponsored enterprises and whole loan sale contracts with various parties. These contracts are typically obtained at the time the interest rate lock commitments are made. Therefore, as interest rates fluctuate, the changes in the fair value of our interest rate lock commitments and loans held for sale tend to be offset by changes in the fair value of the hedge contracts. We continue to hedge as previously done before the issuance of SFAS 133. As applied to our risk management strategies, SFAS 133 may increase or decrease reported net income and stockholders equity, depending on interest rates and other variables affecting the fair values of derivative instruments and hedged items, but will have no effect on the overall economics of the transactions. The method used for assessing the effectiveness of a hedging derivative, as well as the measurement approach for determining the ineffective aspects of the hedge, is established at the inception of the hedge. We generally do not enter into derivative contracts for speculative purposes.

Page 41

## Navigation Links

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Changes in mortgage interest rates also impact the value of our MSRs. Rising interest rates typically result in slower prepayment speeds on the loans being serviced for others which increase the value of MSRs. Declining interest rates typically result in faster prepayment speeds which decrease the value of MSRs. We may use securities or derivatives, or a combination of both, to provide an economic hedge against value changes in our MSRs. In addition, the dollar amount used as an economic hedge may vary due to changes in the volume of MSRs or their sensitivity to changes in market interest rates.

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One measure of our exposure to differential changes in interest rates between assets and liabilities is shown in the following table which sets forth the repricing frequency of our major asset and liability categories as of September 30, 2006, as well as other information regarding the repricing and maturity differences between our interest-earning assets and total deposits and borrowings in future periods. We refer to these differences as gap. We have determined the repricing frequencies by reference to projected maturities, based upon contractual maturities as adjusted for scheduled repayments and repricing mechanisms provisions for changes in the interest and dividend rates of assets and liabilities. We assume prepayment rates on substantially all of our loan portfolio based upon our historical loan prepayment experience and anticipated future prepayments. Repricing mechanisms on a number of our assets are subject to limitations, such as caps on the amount that interest rates and payments on our loans may adjust, and accordingly, these assets do not normally respond to changes in market interest rates as completely or rapidly as our liabilities. The interest rate sensitivity of our assets and liabilities illustrated in the following table would vary substantially if we used different assumptions or if actual experience differed from the assumptions set forth.

September 30, 2006

|  | Within | 7 | 12 | 1 | 5 | 6 | 10 | Over | Total |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (Dollars in <br> Thousands) | 6 Months | Months | Years | Years | 10 Years | Balance |  |  |  |

Interest-earning
assets:


Loans and mortgage-backed
securities, net:
(b)

Loans secured
by real estate:
Residential one-to-four
units:

| Adjustable | $13,630,050$ | 211,607 | 718,804 | - | - | $14,560,461$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Fixed | 105,556 | 3,509 | 19,571 | 11,413 | 7,613 | 147,662 |
| Home equity <br> loans and <br> lines of credit | 209,572 | 141 |  |  |  |  |

Residential
five or more
units:

| Adjustable | 75,861 | 15,998 | 8,743 | - | - | 100,602 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Fixed | 104 | 98 | 481 | 200 | 46 | 929 |
| Commercial |  |  |  |  |  |  |
| real estate | 17,547 | 2,851 | 5,584 | 40 | - | 26,022 |
| Construction | 36,298 | - | - | - | - | 36,298 |
| Land | 45,573 | - | - | - | - | 45,573 |

Non-mortgage
loans:

| Commercial | 1,404 | - | - | - | - | 1,404 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer | 5,775 | 10 | 1 | - | - | 5,786 |
| Mortgage-backed <br> securities | 257 | - | - | - | - | 257 |

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securities, net

| Total <br> interest-earning <br> assets | $\$ 14,822,774$ | $\$$ | 377,667 | $\$ 1,265,488$ | $\$$ | 11,756 | $\$$ | 7,659 | $\$ 16,485,344$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Total transaction accounts | 2,766,329 | - | - | - | - | 2,766,329 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Certificates of deposit ${ }^{(\mathrm{e})}$ | 6,432,565 | 2,295,798 | 451,066 | - | - | 9,179,429 |
| Total deposits | 9,198,894 | 2,295,798 | 451,066 | - | - | 11,945,758 |
| FHLB advances and other borrowings | 2,729,678 | - | 414,546 | - | - | 3,144,224 |
| Senior notes | - | - | - | 198,216 | - | 198,216 |
| Impact of swap contracts hedging borrowings | 430,000 | - | (430,000 ) | - | - | - |


| Total deposits |
| :--- |
| and borrowings |$\quad \$ 12,358,572 \quad \$ 2,295,798 \quad \$ \quad 435,612 \quad \$ \quad 198,216$


| Excess (shortfall) <br> of interest-earning assets |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| over deposits and borrowings | \$ | 2,464,202 | \$ (1,918,131 ) | \$ | 829,876 | \$ | (186,460 ) | \$ | 7,659 | \$ | 1,197,146 |
| Cumulative gap |  | 2,464,202 | 546,071 |  | 1,375,947 |  | 1,189,487 |  | 7,146 |  |  |
| Cumulative gap as a percentage of total assets: |  |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { September 30, } \\ & 2006 \end{aligned}$ |  | 14.51 \% | 3.22 \% |  | 8.10 \% |  | 7.00 \% |  | 7.05 \% |  |  |
| $\begin{aligned} & \text { December 31, } \\ & 2005 \end{aligned}$ |  | 23.22 | 11.19 |  | 7.08 |  | 5.80 |  | 5.82 |  |  |
| $\begin{aligned} & \text { September 30, } \\ & 2005 \end{aligned}$ |  | 23.87 | 12.07 |  | 7.38 |  | 6.05 |  | 6.05 |  |  |

${ }^{(a)}$ Includes FHLB stock and is based upon contractual maturity and repricing date.
${ }^{(b)}$ Based upon contractual maturity, repricing date and projected repayment and prepayments of principal.
${ }^{(c)}$ Included amounts swept into money market deposit accounts and is subject to immediate repricing.
${ }^{(d)}$ Subject to immediate repricing.
${ }^{(e)}$ Based upon contractual maturity and repricing date.

Navigation Links

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Our six-month gap at September 30, 2006 was a positive $14.51 \%$. This means that more interest-earning assets mature or reprice within six months than total deposits and borrowings. This compares to our positive six-month gap of $23.22 \%$ at December 31, 2005 and $23.87 \%$ a year ago, which reflected a larger repricing mismatch between interest-earning assets and deposits and borrowings.

We continue to emphasize the origination of adjustable rate mortgages for our investment portfolio. For the twelve months ended September 30, 2006, we originated and purchased for investment $\$ 5.8$ billion of adjustable rate loans which represented essentially all of the loans we originated and purchased for investment during the period.

At September 30, 2006, December 31, 2005 and September 30, 2005 essentially all of our interest-earning assets mature, reprice or are estimated to prepay within five years. Essentially all of our loans held for investment and mortgage-backed securities portfolios consisted of adjustable rate loans and loans with a due date of five years or less, and totaled $\$ 14.6$ billion at September 30, 2006, compared to $\$ 15.1$ billion at December 31, 2005 and $\$ 14.6$ billion a year ago. During the current quarter, we continued to offer residential fixed rate loan products to our customers primarily for sale in the secondary market. We price and originate fixed rate mortgage loans for sale into the secondary market to increase opportunities to originate adjustable rate mortgages and to generate fees and servicing income. We also occasionally originate a small number of fixed rate loans for portfolio to facilitate the sale of real estate acquired in settlement of loans and which meet specific yield and other approved guidelines.

The following table sets forth the interest rate spread between our interest-earning assets and interest-bearing liabilities at the dates indicated.

|  | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Weighted average yield: ${ }^{(a)}$ |  |  |  |  |  |
| Loans and mortgage-backed securities | 7.38 \% | 6.99 \% | 6.52 \% | 6.10 \% | 5.69 \% |
| Investment securities ${ }^{(b)}$ | 5.26 | 4.97 | 4.66 | 4.37 | 4.09 |
| Interest-earning assets yield | 7.22 | 6.88 | 6.44 | 6.04 | 5.63 |
| Weighted average cost: |  |  |  |  |  |
| Deposits | 3.81 | 3.45 | 3.22 | 2.98 | 2.74 |
| Borrowings: |  |  |  |  |  |
| Federal Home Loan Bank advances and |  |  |  |  |  |
| other borrowings ${ }^{(c)}$ | 5.68 | 5.56 | 4.94 | 4.71 | 4.15 |
| Senior notes | 6.50 | 6.50 | 6.50 | 6.50 | 6.50 |
| Total borrowings | 5.73 | 5.60 | 5.02 | 4.80 | 4.29 |
| Combined funds cost | 4.23 | 3.99 | 3.67 | 3.42 | 3.08 |
| Interest rate spread | 2.99 \% | 2.89 \% | 2.77 \% | 2.62 \% | 2.55 \% |

[^5]
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The period-end weighted average yield on our loans and mortgage-backed securities increased to $7.38 \%$ at September 30, 2006, up from $6.10 \%$ at December 31, 2005 and $5.69 \%$ at September 30, 2005. At September 30, 2006, our adjustable rate mortgage portfolio of single family residential loans, including mortgage-backed securities, totaled $\$ 14.4$ billion with a weighted average rate of $7.34 \%$, compared to $\$ 15.2$ billion with a weighted average rate of $6.05 \%$ at December 31, 2005, and $\$ 14.7$ billion with a weighted average rate of $5.63 \%$ at September 30, 2005.

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## Problem Loans and Real Estate

## Non-Performing Assets

Non-performing assets consist of loans on which we have ceased accruing interest (which we refer to as non-accrual loans), loans restructured at a below market rate and real estate acquired in settlement of loans. Our non-performing assets increased $\$ 27$ million during the current quarter to $\$ 67$ million or $0.39 \%$ of total assets. The increase occurred in both our prime and subprime residential loan categories.

The following table summarizes our non-performing assets at the dates indicated.

| (Dollars in Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | June 30, <br> 2006 | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-accrual loans: |  |  |  |  |  |
| Residential one-to-four units | \$ 46,589 | \$ 26,227 | \$ 26,102 | \$ 23,497 | \$ 18,373 |
| Residential one-to-four units subprime | 13,872 | 11,847 | 12,401 | 10,774 | 9,018 |
| Other | 306 | - | 1 | 42 | 634 |
| Total non-accrual loans | 60,767 | 38,074 | 38,504 | 34,313 | 28,025 |
| Real estate acquired in settlement of loans | 5,761 | 1,254 | 385 | 908 | 2,323 |
| Total non-performing assets | \$ 66,528 | \$ 39,328 | \$ 38,889 | \$ 35,221 | \$ 30,348 |
| Allowance for loan losses: |  |  |  |  |  |
| Amount | \$ 60,784 | \$ 51,198 | \$ 44,504 | \$ 34,601 | \$ 34,565 |
| As a percentage of non-accrual loans | 100.03 \% | 134.47 \% | 115.58 \% | 100.84 \% | 123.34 \% |
| Non-performing assets as a percentage of total assets | 0.39 | 0.23 | 0.22 | 0.21 | 0.18 |

## Delinquent Loans

Loans delinquent 30 days or more as a percentage of total loans was $0.68 \%$ at September 30, 2006, up from $0.36 \%$ at December 31, 2005, and from $0.30 \%$ a year ago. The increase primarily occurred in our residential one-to-four units category.

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The following table indicates the amounts of our past due loans at the dates indicated.


| otal delinquent loans | $\$ 26,791$ | $\$ 10,497$ | $\$ 22,111$ | $\$$ | 59,399 | $\$ 25,122$ | $\$ 7,272$ | $\$ 23,850$ | $\$ 56,244$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## September 30, 2005

ans secured by real estate:

${ }^{(a)}$ All 90 day or greater delinquencies are on non-accrual status and reported as part of non-performing assets.

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## Allowance for Credit and Real Estate Losses

We maintain a valuation allowance for credit and real estate losses to provide for losses inherent in those portfolios. The allowance for credit losses includes an allowance for loan losses reported as a reduction of loans held for investment and the allowance for loan-related commitments reported in accounts payable and accrued liabilities. On March 31, 2006, we reclassified to liabilities our allowance for loan-related commitments which was previously included with the allowance for loan losses. Previously reported periods were reclassified to conform to the current period presentation. Management evaluates the adequacy of the allowance quarterly to maintain the allowance at levels sufficient to provide for inherent losses at the balance sheet date.

We use an internal asset review system and loss allowance methodology to provide for timely recognition of problem assets and an adequate allowance to cover asset and loan-related commitment losses. The amount of the allowance is based upon the total of general valuation allowances, allocated allowances and an unallocated allowance. General valuation allowances relate to assets and loan-related commitments with no well-defined deficiency or weakness and take into consideration losses that are imbedded within the portfolio but have not yet been realized. Allocated allowances relate to assets with well-defined deficiencies or weaknesses. If we determine the carrying value of our asset exceeds the net fair value and no alternative payment source exists, then a specific allowance is recorded for the amount of that difference. The unallocated allowance is more subjective and is reviewed quarterly to take into consideration estimation errors and economic trends that are not captured in determining the general valuation and allocated allowances.

Provision for credit losses totaled $\$ 9.6$ million in the third quarter of 2006, compared with a reversal of $\$ 0.8$ million a year ago. During the current quarter, the California residential real estate market continued to show signs of weakening, with a decline in prices beginning to emerge in certain segments for the first time and and an increase in loan defaults. In addition, increases continued in both negative amortization and capitalized interest balances. If this tendency continues, certain borrowers may reach their limit of negative amortization permitted under the terms of their loan, thereby resulting in an increase in their minimum monthly loan payment and the potential for higher delinquencies. In consideration of these trends, an increase in the allowance for credit losses was deemed appropriate. The allowance was increased $\$ 9.4$ million in the current quarter, reflecting increases of $\$ 8.1$ million in the general valuation allowance and $\$ 1.3$ million in the allocated allowance. At September 30, 2006, the allowance for credit losses was $\$ 62$ million, comprised of $\$ 61$ million for loan losses and $\$ 1$ million for unfunded loan commitments which is reported in the category accounts payable and accrued liabilities. That compares to an allowance for credit losses of $\$ 36$ million at year-end 2005, comprised of $\$ 35$ million for loan losses and $\$ 1$ million for loan-related commitments. There was no change in our unallocated allowance of $\$ 2.8$ million.

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The following table summarizes the activity in our allowance for losses on loans and loan-related commitments for the quarters indicated.

## Three Months Ended

| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan losses |  |  |  |  |  |
| Balance at beginning of period | \$ 51,198 | \$ 44,504 | \$ 34,601 | \$ 34,565 | \$ 34,561 |
| Provision (reduction) | 9,777 | 6,701 | 9,974 | 512 | (365) |
| Charge-offs | (197) | (12) | (76) | (479) | (50) |
| Recoveries | 6 | 5 | 5 | 3 | 419 |
| Balance at end of period | \$ 60,784 | \$ 51,198 | \$ 44,504 | \$ 34,601 | \$ 34,565 |
| Allowance for loan-related commitments |  |  |  |  |  |
| Balance at beginning of period | \$ 1,358 | \$ 1,397 | \$ 1,314 | \$ 1,433 | \$ 1,819 |
| Provision (reduction) | (137) | (39) | 83 | (119) | (386) |
| Charge-offs | - | - | - | - | - |
| Recoveries | - | - | - | - | - |
| Balance at end of period | \$ 1,221 | \$ 1,358 | \$ 1,397 | \$ 1,314 | \$ 1,433 |
| Total allowance for credit losses |  |  |  |  |  |
| Balance at beginning of period | \$ 52,556 | \$ 45,901 | \$ 35,915 | \$ 35,998 | \$ 36,380 |
| Provision (reduction) | 9,640 | 6,662 | 10,057 | 393 | (751) |
| Charge-offs | (197) | (12) | (76) | (479) | (50) |
| Recoveries | 6 | 5 | 5 | 3 | 419 |
| Balance at end of period | \$ 62,005 | \$ 52,556 | \$ 45,901 | \$ 35,915 | \$ 35,998 |

Nine Months Ended September
30 ,
(In Thousands)
Allowance for loan losses

| Balance at beginning of period | $\$ 34,601$ | $\$ 33,343$ |
| :--- | :---: | :---: |
| Provision | 26,452 | 1,808 |
| Charge-offs | $(285)$ | $(1,021)$ |
| Recoveries | 16 | 435 |

\$ 60,784
\$ 34,565

| Allowance for loan-related commitments |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of period |  | 1,314 | \$ | 1,371 |
| Provision (reduction) |  | (93) |  | 62 |
| Charge-offs |  | - |  | - |
| Recoveries |  | - |  | - |
| Balance at end of period | \$ | 1,221 | \$ | 1,433 |
| Total allowance for credit losses |  |  |  |  |
| Balance at beginning of period | \$ | 35,915 | \$ | 34,714 |
| Provision |  | 26,359 |  | 1,870 |
| Charge-offs |  | (285) |  | (1,021) |
| Recoveries |  | 16 |  | 435 |
| Balance at end of period | \$ | 62,005 | \$ | 35,998 |

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The following table presents gross charge-offs, gross recoveries and net charge-offs by category of loan for the periods indicated.


## Gross loan charge-offs

Loans secured by real estate:

| Residential: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| One-to-four units | \$ 166 | \$ | - | \$ | - | \$ | 20 | \$ | 4 | \$ | 166 | \$ | 883 |
| One-to-four units subprime | - |  | - |  | 25 |  | - |  | - |  | 25 |  | - |
| Home equity loans and lines |  |  |  |  |  |  |  |  |  |  |  |  |  |
| of credit | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Five or more units | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Commercial real estate | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Construction | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Land | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Non-mortgage: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | - |  | - |  | - |  | 428 |  | - |  | - |  | - |
| Automobile | - |  | 1 |  | - |  | - |  | - |  | 1 |  | 9 |
| Other consumer | 31 |  | 11 |  | 51 |  | 31 |  | 46 |  | 93 |  | 129 |
| Total gross loan charge-offs | 197 |  | 12 |  | 76 |  | 479 |  | 50 |  | 285 |  | 1,021 |

## Gross loan recoveries

Loans secured by real estate:

| Residential: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| One-to-four units | - | - | - | - | 410 | - | 410 |
| One-to-four units subprime | - | - | - | - | - | - | - |
| Home equity loans and lines |  |  |  |  |  |  |  |
| of credit | - | - | - | - | - | - | - |
| Five or more units | - | - | - | - | - | - | - |
| Commercial real estate | - | - | - | - | - | - | - |
| Construction | - | - | - | - | - | - | - |
| Land | - | - | - | - | - | - | - |
| Non-mortgage: |  |  |  |  |  |  |  |
| Commercial | - | - | - | - | - | - | - |
| Automobile | - | - | - | - | - | - | - |
| Other consumer | 6 | 5 | 5 | 3 | 9 | 16 | 25 |
|  |  |  |  |  |  |  |  |
| Total gross loan recoveries | 6 | 5 | 5 | 3 | 419 | 16 | 435 |



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The following table indicates our allocation of the allowance for loan losses to the various categories of loans at the dates indicated.

| (Dollars in Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans secured by real estate: |  |  |  |  |  |
| Residential: |  |  |  |  |  |
| One-to-four units | \$ 49,339 | \$ 40,124 | \$ 31,608 | \$ 23,467 | \$ 21,538 |
| One-to-four units subprime | 4,579 | 4,394 | 6,266 | 5,127 | 6,190 |
| Home equity loans and lines of credit | 1,124 | 1,192 | 1,288 | 1,386 | 1,555 |
| Five or more units | 1,049 | 1,064 | 1,194 | 521 | 527 |
| Commercial real estate | 302 | 304 | 298 | 295 | 290 |
| Construction | 454 | 455 | 487 | 501 | 572 |
| Land | 838 | 570 | 251 | 175 | 358 |
| Non-mortgage: |  |  |  |  |  |
| Commercial | 14 | 14 | 16 | 15 | 438 |
| Automobile | - | 1 | 2 | 3 | 3 |
| Other consumer | 285 | 280 | 294 | 311 | 294 |
| Not specifically allocated | 2,800 | 2,800 | 2,800 | 2,800 | 2,800 |
| Total for loans held for investment | \$ 60,784 | \$ 51,198 | \$ 44,504 | \$ 34,601 | \$ 34,565 |

The following table indicates our allowance for loan losses as a percentage of loan category balance for the various categories of loans at the dates indicated.

| (Dollars in Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September } \\ 30, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans secured by real estate: |  |  |  |  |  |
| Residential: |  |  |  |  |  |
| One-to-four units | 0.37 \% | 0.29 \% | 0.22 \% | 0.17 \% | 0.17 \% |
| One-to-four units subprime | 0.66 | 0.53 | 0.65 | 0.48 | 0.53 |
| Home equity loans and lines of credit | 0.53 | 0.51 | 0.51 | 0.51 | 0.52 |
| Five or more units | 0.90 | 0.90 | 0.88 | 0.75 | 0.75 |
| Commercial real estate | 1.12 | 1.12 | 1.03 | 1.02 | 1.00 |
| Construction | 0.78 | 0.67 | 0.62 | 0.61 | 0.64 |
| Land | 1.41 | 0.96 | 0.92 | 0.74 | 0.87 |
| Non-mortgage: |  |  |  |  |  |
| Commercial | 0.41 | 0.41 | 0.46 | 0.38 | 10.37 |
| Automobile | - | 2.44 | 2.99 | 2.59 | 1.47 |
| Other consumer | 4.71 | 4.47 | 4.46 | 4.73 | 4.55 |
| Total for loans held for investment | $0.41 \%$ | 0.33 \% | 0.28 \% | 0.23 \% | 0.24 \% |

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The following table indicates by loan category the percentage mix of our total loans held for investment at the dates indicated.

|  | September <br> 30, | June 30, | March 31, | December <br> 31, | September <br> 30, |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | 2006 | 2006 | 2006 | 2005 | 2005 |  |
|  |  |  |  |  |  |  |
| Loans secured by real estate: |  |  |  |  |  |  |
| Residential: | $92.00 \%$ | $91.27 \%$ | $90.48 \%$ | $89.79 \%$ | $88.31 \%$ |  |
| One-to-four units | 4.72 | 5.38 | 6.14 | 6.98 | 8.00 |  |
| One-to-four units subprime | 1.44 | 1.51 | 1.60 | 1.81 | 2.05 |  |
| Home equity loans and lines of credit | 0.79 | 0.77 | 0.86 | 0.46 | 0.48 |  |
| Five or more units | 0.18 | 0.18 | 0.18 | 0.19 | 0.20 |  |
| Commercial real estate | 0.40 | 0.44 | 0.50 | 0.54 | 0.61 |  |
| Construction | 0.41 | 0.39 | 0.18 | 0.16 | 0.28 |  |
| Land |  |  |  |  |  |  |
| Non-mortgage: | 0.02 | 0.02 | 0.02 | 0.03 | 0.03 |  |
| Commercial | - | - | - | - | - |  |
| Automobile | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |  |
| Other consumer |  |  |  |  |  |  |

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At September 30, 2006, December 31, 2005, and September 30, 2005 there were no loans for which we recognized impairment; therefore, no allowance was recorded for losses related to impaired loans. Consequently, there was no interest recognized on impaired loans in the current quarter or the year-ago third quarter.

The following table summarizes the activity in our allowance for real estate and joint ventures held for investment for the quarters indicated.

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | $\begin{gathered} \text { September } \\ 30, \\ 2006 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2005 \end{gathered}$ |
| Balance at beginning of period | \$ 103 | \$ 103 | \$ 103 | \$ 103 | \$ 1,436 |
| Reduction | - | - | - | - | (1,333) |
| Charge-offs | - | - | - | - | - |
| Recoveries | - | - | - | - | - |
| Balance at end of period | \$ 103 | \$ 103 | \$ 103 | \$ 103 | \$ 103 |

The following table summarizes the activity in our allowance for real estate and joint ventures held for investment for the year-to-date periods indicated.


## Capital Resources and Liquidity

Our sources of funds include deposits, advances from the FHLB and other borrowings; proceeds from the sale of loans, mortgage-backed securities and real estate; payments of loans and mortgage-backed securities and payments for and sales of loan servicing; and income from other investments. Interest rates, real estate sales activity and general economic conditions significantly affect repayments on loans and mortgage-backed securities and deposit inflows and outflows.

Our primary sources of funds generated in the third quarter of 2006 were:

- principal repayments of $\$ 1.4$ billion including prepayments, but excluding refinances of our existing loans on loans and mortgage-backed securities;
- a net decline of $\$ 94$ million in our loans held for sale; and
- a net increase of $\$ 58$ million in deposits.


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We used these funds to:

- originate and purchase $\$ 575$ million of loans held for investment, excluding refinances of our existing loans;
- purchase investment securities of government sponsored entities of $\$ 275$ million; and
- repay $\$ 617$ million in FHLB advances and other borrowings.

Our principal source of liquidity is our ability to utilize borrowings, as needed. Our primary source of borrowings is the FHLB. At September 30, 2006, our FHLB borrowings totaled $\$ 2.7$ billion, representing $15.8 \%$ of total assets. We currently are approved by the FHLB to borrow up to $50 \%$ of total assets to the extent we provide qualifying collateral and hold sufficient FHLB stock. That approved limit would have permitted us, as of quarter end, to borrow an additional $\$ 5.8$ billion. To the extent deposit growth over the remainder of 2006 falls short of satisfying ongoing commitments to fund maturing and withdrawable deposits, repay maturing borrowings, fund existing and future loans and make investments, we may utilize the additional capacity from our FHLB borrowing arrangement or other sources. As of September 30, 2006, we had commitments to borrowers for short-term interest rate locks, before the reduction of expected fallout, of $\$ 307$ million, undisbursed loan funds and unused lines of credit of $\$ 370$ million and operating leases of $\$ 16$ million. We believe our current sources of funds, including repayments of existing loans, enable us to meet our obligations while maintaining liquidity at appropriate levels.

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The holding company currently has adequate liquid assets to meet its obligations and can obtain further funds by means of dividends from subsidiaries, subject to certain limitations, or issuance of further debt or equity. As of September 30, 2006, the Bank had the capacity to declare a dividend totaling $\$ 433$ million subject to filing an application with the OTS at least 30 days prior to the distribution and the OTS does not communicate an objection. At September 30, 2006, the holding company s liquid assets, including due from Bank interest bearing balances, totaled $\$ 46$ million.

Stockholders equity totaled $\$ 1.4$ billion at September 30, 2006, up from $\$ 1.2$ billion at December 31, 2005 and September 30, 2005.

## Contractual Obligations and Other Commitments

Through the normal course of operations, we have entered into contractual obligations and other commitments. Our obligations generally relate to funding of our operations through deposits and borrowings as well as leases for premises and equipment, and our commitments generally relate to our lending operations. We have obligations under long-term operating leases, principally for building space and land. Lease terms generally cover a five-year period, with options to extend, and are non-cancelable. Currently, we have no material contractual vendor obligations.

We executed interest rate swap contracts to change interest rate characteristics of a portion of our FHLB advances to better manage interest rate risk. The contracts have notional amounts totaling $\$ 430$ million of receive-fixed, pay 3-month LIBOR variable interest and serve as a permitted fair value hedge.

Our commitments to originate fixed and variable rate mortgage loans are agreements to lend to a customer as long as there is no violation of any condition established in the commitment. Undisbursed loan funds on construction projects and unused lines of credit on home equity and commercial loans include committed funds not disbursed. Letters of credit are conditional commitments issued by us to guarantee the performance of a customer to a third party.

Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since some commitments expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The credit risk involved in issuing lines and letters of credit requires the same creditworthiness evaluation as that involved in extending loan facilities to customers. We evaluate each customer s creditworthiness.

We receive collateral to support commitments when deemed necessary. The most significant categories of collateral include real estate properties underlying mortgage loans, liens on personal property and cash on deposit with us.

Downey maintains an allowance for losses on loan-related commitments for undisbursed loan funds and unused lines of credit to provide for inherent losses. During the first quarter of 2006, the allowance for losses on loan-related commitments was reclassified from the allowance for loan losses to accounts payable and accrued liabilities. The allowance for losses on loan-related commitments is calculated using the same methodology as that used to determine the allowance for loan losses. Previously reported periods were reclassified to conform to the current period presentation. The reclassifications had no effect on the provision for credit losses, which continues to be comprised of the sum of the provision for loan losses and the provision for losses on loan-related commitments; thus, no effect was had on net income or stockholders equity. The allowance for losses on loan-related commitments was $\$ 1$ million at September 30, 2006, December 31, 2005 and September 30, 2005.

We enter into derivative financial instruments as part of our interest rate risk management process, including loan forward sale and purchase contracts related to our sale of loans in the secondary market. The associated fair value changes to the notional amount of the derivative instruments are recorded on-balance sheet. The total notional amount of our derivative financial instruments do not represent future cash requirements. For further information, see Asset/Liability Management and Market Risk on page 41 and Note 4 of Notes to the Consolidated Financial Statements on page 9.

We sell all loans without recourse. When a loan sold to an investor without recourse fails to perform according to the contractual terms, the investor will typically review the loan file to determine whether defects in the origination process occurred and whether such defects give rise to a violation of a representation or warranty we made to the investor in connection with the sale. Identified defects, may require us to either repurchase the loan or indemnify the investor for losses sustained. If there are no such defects, we have no commitment to repurchase the loan. During the first nine months of 2006, we recorded a $\$ 0.9$ million repurchase loss related to defects in the origination process and repurchased $\$ 3$ million of loans. These loan and servicing sale contracts typically contain provisions to refund sales price premiums to the purchaser if the related loans prepay during a period not to exceed 120 days from the sale settlement date. We reserved less than $\$ 1$ million

Page 52
Navigation Links

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at September 30, 2006, December 31, 2005 and September 30, 2005 to cover the estimated loss exposure related to early payoffs. However, if all the loans related to those sales prepaid within the refund period, as of September 30, 2006, our maximum sales price premium refund would be $\$ 10.1$ million. See Note 4 of Notes to the Consolidated Financial Statements on page 9.

At September 30, 2006, scheduled maturities of obligations and commitments were as follows:

${ }^{(a)}$ The notional amount before the reduction of expected fallout was $\$ 307$ million.

## Regulatory Capital Compliance

The Bank s core and tangible capital ratios were both $8.47 \%$ and its risk-based capital ratio was $17.05 \%$ at September 30, 2006. The Bank s capital ratios compare favorably with the well capitalized standards of $5.00 \%$ for core capital and $10.00 \%$ for risk-based capital, as defined by regulation.

The following table is a reconciliation of the Bank s stockholder s equity to federal regulatory capital as of September 30, 2006.

|  | Tangible Capital |  | Core Capital |  |  | Risk-Based Capital |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | Amount | Ratio |  | Amount | Ratio | Amount | Ratio |
| Stockholder s equity | \$ 1,507,634 |  | \$ | 1,507,634 |  | \$ 1,507,634 |  |
| Adjustments: |  |  |  |  |  |  |  |
| Deductions: |  |  |  |  |  |  |  |
|  | (75,549 ) |  |  | (75,549 ) |  | (75,549 ) |  |


${ }^{(a)}$ Limited to $1.25 \%$ of risk-weighted assets.
${ }^{(b)}$ Represents the minimum requirement for tangible capital, as no well capitalized requirement has been established for this category.
${ }^{(c)}$ A third requirement is Tier 1 capital to risk-weighted assets of $6.00 \%$, which the Bank met and exceeded with a ratio of $16.35 \%$.

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## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

For information regarding quantitative and qualitative disclosures about market risk, see Asset/Liability Management and Market Risk on page 41.

## ITEM 4. CONTROLS AND PROCEDURES

As of September 30, 2006, Downey carried out an evaluation, under the supervision and with the participation of Downey s management, including Downey s Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of Downey s disclosure controls and procedures pursuant to Securities and Exchange Commission (SEC ) rules. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that Downey s disclosure controls and procedures were effective as of the end of the period covered by this report. There have been no significant changes during the most recent quarter in Downey s internal controls over financial reporting or in other factors that could significantly affect these controls subsequent to the evaluation date.

Disclosure controls and procedures are defined in SEC rules as controls and other procedures designed to ensure that information required to be disclosed in Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC s rules and forms. Downey s disclosure controls and procedures were designed to ensure that material information related to Downey, including subsidiaries, is made known to management, including the Chief Executive Officer and Chief Financial Officer, in a timely manner.

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## PART II OTHER INFORMATION

## ITEM 1. Legal Proceedings

On June 21, 2005, a former loan underwriting employee brought an action in Contra Costa Superior Court, Case No. C05-01293, entitled Teresa Sims, et al. v. Downey Savings and Loan Association. The complaint seeks unspecified damages for alleged unpaid overtime wages and bonuses, inadequate meal and rest breaks, and related claims. The plaintiff is seeking class action status to represent all other current and former Downey Savings employees that held the position of loan underwriter, including, but not limited to, the job title of Senior Loan Underwriter within the State of California (a) at any time during the four years prior to June 21, 2005 and/or (b) who was employed by Downey Savings on or about September 30, 2002, when Downey Savings terminated an annual bonus program. Based on a review of the current facts and circumstances with retained outside counsel, (i) Downey Savings plans to oppose the claim and assert all appropriate defenses and (ii) management has provided for what is believed to be a reasonable estimate of exposure for this matter in the event of loss. While acknowledging the uncertainties of litigation, management believes that the ultimate outcome of this matter will not have a material adverse effect on its financial condition, results of operations or cash flows.

Downey has been named as a defendant in other legal actions arising in the ordinary course of business, none of which, in the opinion of management, will have a material adverse effect on its financial condition, results of operations or cash flows.

## ITEM 1A. Risk Factors

There have been no material changes in our risk factors since December 31, 2005.

## ITEM 2. Unregistered Sales of Equity Securities and Use of Proceeds

None.

## ITEM 3. Defaults Upon Senior Securities

None.

## ITEM 4. Submission of Matters to a Vote of Security Holders

None

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ITEM 5. Other Information

None.

ITEM 6. Exhibits

## Exhibit

Number

## Description

31.1 Certification of Chief Executive Officer pursuant to Section 302 of Sarbanes-Oxley Act of 2002.
31.2 Certification of Chief Financial Officer pursuant to Section 302 of Sarbanes-Oxley Act of 2002.
32.1 Certification of Chief Executive Officer pursuant to Section 906 of Sarbanes-Oxley Act of 2002.
32.2 Certification of Chief Financial Officer pursuant to Section 906 of Sarbanes-Oxley Act of 2002.

## AVAILABILITY OF REPORTS

Corporate governance guidelines, charters for the audit, compensation, and nominating and corporate governance committees of the Board of Directors and codes of business conduct and ethics are available free of charge from our internet site, www.downeysavings.com by clicking on Investor Relations on our home page and proceeding to Corporate Governance. Annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and all amendments to those reports are posted on our internet site as soon as reasonably practical after we file them with the SEC and available free of charge under Reports on our Investor Relations page.

We will furnish any or all of the non-confidential exhibits upon payment of a reasonable fee. Please send request for exhibits and/or fee information to:

Pursuant to the requirements of Section 13 or 15 (d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Daniel D. Rosenthal<br>President and Chief Executive Officer

## /s/ Brian E. Côté

## NAVIGATION LINKS

## FORM 10-0 COVER

## PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

- CONSOLIDATED BALANCE SHEETS
- CONSOLIDATED STATEMENTS OF INCOME
- CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
- CONSOLIDATED STATEMENTS OF CASH FLOWS
- NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
- NOTE (1) Basis of Financial Statement Presentation
- NOTE (2) Reclassification of Prior Period Amounts
- NOTE (3) Mortgage Servicing Rights ("MSRs")
- NOTE (4) Derivatives. Hedging Activities, Financial Instruments with Off-Balance Sheet Risk and Other Contractual Obligations (Risk Management)
- NOTE (5) Income Taxes
- NOTE (6) Employee Stock Option Plans
- NOTE (7) Earnings Per Share
- NOTE (8) Business Segment Reporting
- NOTE (9) Recently Issued Accounting Standards

ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

- OVERVIEW
- CRITICAL ACCOUNTING POLICIES
- RESULTS OF OPERATIONS
- Net Interest Income
- Provision for Credit Losses
- Other Income
- Loan and Deposit Related Fees
- Real Estate and Joint Ventures Held for Investment
- Secondary Marketing Activities
- Operating Expense
- Provision for Income Taxes
- Business Segment Reporting
- Banking
- Real Estate Investment
- FINANCIAL CONDITION
- Loans and Mortgage-Backed Securities
- Investment Securities
- Deposits
- Borrowings
- Off-Balance Sheet Arrangements
- Transactions with Related Parties
- Asset/Liability Management and Market Risk
- Problem Loans and Real Estate
- Non-Performing Assets
- Delinquent Loans
- Allowance for Credit and Real Estate Losses
- Capital Resources and Liquidity
- Contractual Obligations and Other Commitments
- Regulatory Capital Compliance

ITEM 4. CONTROLS AND PROCEDURES
PART II OTHER INFORMATION

ITEM 1. Legal Proceedings

ITEM 1A. Risk Factors

ITEM 2. Unregistered Sales of Equity Securities and Use of Proceeds
ITEM 3. Defaults Upon Senior Securities

ITEM 4. Submission of Matters to a Vote of Security Holders

ITEM 5. Other Information
ITEM 6. Exhibits

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AVAILABILITY OF REPORTS

SIGNATURES


[^0]:    Nine Months Ended September 30,

[^1]:    ${ }^{(a)}$ Represents the difference between the contractual obligation to pay interest to the investor for an entire month and the actual interest received when a loan prepays prior to the end of the month. This does not include the benefit of the use of repaid loan funds to increase net interest income.

[^2]:    ${ }^{(a)}$ Based upon appraised value at time of origination.

[^3]:    ${ }^{(a)}$ Primarily included changes in undisbursed funds for lines of credit and construction loans, in loss allowances, in net deferred costs and premiums, in interest capitalized on loans (negative amortization), and from loans transferred to real estate acquired in settlement of loans or from (to) the held for sale portfolio.
    ${ }^{(b)}$ Reflected the change in fair value of the interest rate lock derivative from the date of commitment to the date of funding.
    ${ }^{(c)}$ Primarily included repayments and the change in net deferred costs and premiums.

[^4]:    ${ }^{(a)}$ Included amounts swept into money market deposit accounts.

[^5]:    ${ }^{(a)}$ Excludes adjustments for non-accrual loans, amortization of net deferred costs to originate loans, premiums and discounts, prepayment and late fees and FHLB stock dividends.
    ${ }^{(b)}$ Includes the yield on investment securities accounted for on a trade-date basis but for which interest income will not be recognized until settlement. Yields for investment securities available for sale are calculated using historical cost balances and do not give effect to changes in fair value that are reflected as a component of stockholders equity.
    ${ }^{(c)}$ Included the impact of swap contracts, with notional amounts totaling $\$ 430$ million of receive-fixed, pay-3-month LIBOR variable interest, which contracts serve as a permitted hedge against a portion of our FHLB advances.

