

**Hope College**  
**NACUBO Tuition Discounting Study**

**2012 - 2017**

<b>NACUBO Tuition Discounting Study Input Items</b>	2012	2013	2014	2015	2016	2017
1 Total Number of all undergraduates	3,343	3,388	3,432	3,407	3,224	3,150
2 Total number of entering first-time, full-time degree or certificate seeking freshmen	903	822	834	794	733	779
3 Total number of all undergraduates who received an institutional scholarship, fellowship, or grant	2,894	2,916	2,918	2,868	2,713	2,691
4 Total number of entering first-time, full-time freshman who received an institutional scholarship, fellowship, or grant	843	765	768	724	672	748
5 Total dollar amount of institutional scholarships, fellowships, and grants awarded to all undergraduates	\$31,708,009	\$31,300,519	\$33,716,556	\$33,827,670	\$32,318,272	\$34,815,020
6 Total dollar amount of institutional scholarships, fellowships, and grants awarded to entering first time, full-time freshman	\$9,461,526	\$8,803,690	\$10,282,851	\$9,026,304	\$8,985,246	\$11,103,206
7 Published individual price for tuition and mandatory fees	\$27,810	\$28,720	\$29,560	\$30,550	\$31,560	\$32,780
8 Total gross tuition and mandatory fee revenue for all undergraduate students	\$86,496,079	\$90,386,982	\$93,700,000	\$94,760,000	\$92,645,893	\$93,570,000
10a First-time, first-year (freshman) students who applied previous Fall	3,575	3,491	4,158	4,167	4,420	3,899
10b First-time, first-year (freshman) students who were admitted previous Fall	2,940	2,970	2,931	3,402	3,184	3,291
<b>NACUBO Tuition Discounting Study Calculated Indicators</b>						
Average tuition discount percentages: first-time, full-time freshmen	37.68%	37.29%	41.71%	37.21%	38.84%	43.48%
Average tuition discount percentages: all undergraduates	36.66%	34.63%	35.98%	35.70%	34.88%	37.21%
Percentage of first-time, full-time freshmen receiving institutional grants	93.36%	93.07%	92.09%	91.18%	91.68%	96.02%
Percentage of undergraduates receiving institutional grants	86.57%	86.07%	85.02%	84.18%	84.15%	85.43%
Average institutional grant for first-time, full-time freshmen as a percentage of tuition and fees	40.36%	40.07%	45.29%	40.81%	42.37%	45.28%
Average institutional grant for all undergraduates as a percentage of tuition and fees	39.40%	37.37%	39.09%	38.61%	37.75%	39.47%
Average net tuition for first-time, full-time freshmen	\$17,332	\$18,010	\$17,230	\$19,182	\$19,302	\$18,527
Average Financial Aid for First time, full-time freshmen	\$10,478	\$10,710	\$12,330	\$11,368	\$12,258	\$14,253
Acceptance Rate (previous year)	82.24%	85.08%	70.49%	81.64%	72.04%	84.41%
Yield Rate (previous year)		30.40%	28.05%	24.51%	24.94%	22.27%