



- Customer-centric Approach
- Digital Transformation
- Day 1 Certainty™
- DU® 10.2 Updates
- Affordable Lending





Our Partnership

The Single-Family business strategy is aligned around our customer.



We're focused on:

- Delivering **unrivaled** customer relationships
- Making it **simple** to do business with us
- Providing **certainty** that loans are delivered and stay sold
- Enhancing our **dynamic** credit portfolio management tools and capabilities
- Creating a top performing organization that **continually adapts and improves**



Simple & Streamlined Processes

A Mortgage Technology Platform that delivers simple, certain and dynamic capabilities

Reduced Cycle Times
Loan application to Close

Greater Transparency
View business portfolio
from production through
servicing



Dynamic Execution Capabilities
Close to loan delivery

Lower Servicing Costs
Across master servicing, loss mitigation,
property preservation and expenses

We're not only re-imagining our policies, processes and technology, but also our mindset....

The *Right* Methodology

An operating model that empowers people to take **the right** risks, embrace experimentation, and innovate

The *Right* Attitude

The practice of putting the customer at the heart of everything we do to create amazing experiences

Strong *Digital Core*

Using digital technologies to help our lenders reduce costs, fuel customer growth, and deliver faster



Day 1 Certainty™

With DU® and Day 1 Certainty™ from Fannie Mae, you get *freedom from reps and warrants* and *greater speed & simplicity*

DU Validation Service

- Faster and easier validation
- Freedom from reps & warrants on validated income, assets, and employment
- Improved borrower experience

Property Inspection Waiver

- Waives the requirement for an appraisal
- Giving you:
- A streamlined process
 - Freedom from reps & warrants on property value, condition, and marketability
 - Improved borrower experience

Collateral Underwriter

- With the power of Collateral Underwriter® (CU™):
 - Certainty on appraised value
- Giving you:
- Freedom from reps & warrants on property value
 - Increased underwriting efficiency



“We reduced our origination lifecycle by ~4-7 days.”

“The pre-Approval process for refi’s were reduced to 5-8 minutes from 24-48 hours.”



Day 1 Certainty Laid the Foundation for Industry Changes

More than
1,000

lenders signed up for
one or more of the
Day 1 Certainty
components

More than
\$300B

loan deliveries have
one or more of the
Day 1 Certainty
components



“We've seen our adoption rate soar to over 60% in the first few months since launch, and it continues to climb. Customers are raving about how easy the process is. It's a huge risk mitigator for us and, from a cycle time and overall process efficiency perspective, we believe there is opportunity to expect a 300% lift in productivity for our organization.”

Resmac, Inc.



DU[®] Version 10.2 Updates

- **DU Risk Assessment**
 - Fine-tuning DU's risk assessment to limit risk layering
- **HomeStyle[®] Renovation Mortgage**
 - Enhancements from *Selling Guide* Announcement SEL-2018-02
- **Property Inspection Waiver**
 - New message when the loan casefile is not eligible for a PIW offer because a recent appraisal with a matching property address was submitted to UCDP
 - PIW will not be issued when using rental income from subject
- **Condo Project Review Messaging**
 - Will suppress the existing project review messages regarding LCORs on Fannie Mae-owned loans with an LTV ratio of 80% or less and issue a new project eligibility message



DU[®] Version 10.2 Updates

- **Housing Goals Messages**
 - Five new Observation messages added informing lenders if a loan may be eligible towards one of Fannie Mae's housing goals.
- **Updates to Align with the *Selling Guide***
 - Remove the requirement for a Field Review for certain properties valued at \$1million or more
 - Updated/add messages regarding IRS tax repayment plans
- **Retirement of DU Version 10.0**



Affordable Lending

- **HomeReady[®] Mortgage**
 - An affordable low down payment mortgage product designed for creditworthy, low- to moderate-income borrowers, with expanded eligibility for financing homes in low-income communities.
- **HomeStyle[®] Renovation**
 - An option for borrowers to easily finance home improvements in a purchase or refinance transaction. This may help address the shortage in affordable housing inventory, and enable current homeowners to adapt their property to their changing needs.
- **Duty to Serve**
 - Three-year commitment to expand access to affordable housing for families of modest means in these areas of the industry.
 - Manufactured housing
 - Affordable housing preservation
 - Rural housing